

WESTERNBD NEWS

www.westernbd.com.au Vol. 14 December 2005

Merry Christmas
from Western BD!

FUNDRAISER LUNCHEON A BIG HIT

On the 18th of November, Western BD held a luncheon to raise money for the Jakob Western Foundation at Princess Margaret Hospital. The day was a success, with many of our clients and friends in attendance. We were treated to a delicious lunch, along with entertaining guest speakers. Our first guest speaker, Tommy Greenwood, presented us with an inspirational and humorous speech to start the event off nicely. Brad Hogg, an international cricketer on the Australian Team, was our second speaker who enlightened us on his ups and downs throughout his cricketing career. We also had an auction, in which we auctioned off some framed sports items of golf, cricket, football and horse-racing. The entire day was a huge success, and we managed to raise over \$4500 towards the Jakob Western Foundation.



Auctioning off Sports Items at the Fundraiser Luncheon



Guest Speaker Brad Hogg

Message from Rod

I would like to personally thank you for your custom in 2005 and wish you a Merry Christmas and prosperous year for 2006. Henry Ford, a most innovative and successful business person of yesteryear, spent many a summer holiday with 2 other prominent industrialists and their families, relaxing and recharging. Word has it that some of his greatest ideas about success in business came about in those laid back days. The ancient Greek philosophers, whose famous thoughts still permeate our way of life today, spent countless hours lying down 'thinking'. I believe that it is most important to take time, slow down and relax for a few days to energise and revive. Your clearest thoughts come to you in the quiet, including winning business ideas! Enjoy the holidays with a clear conscience, knowing that it is essential for the success of your business to slow down some times and let your mind wonder and dream about visions of success in the future.

Six essential qualities that are the key to success: Sincerity, personal integrity, humility, courtesy, wisdom, charity.

Winners Circle
Thought of the Day

UPDATES



Christmas is 'Round the Corner

With Christmas only a few weeks away, Western BD plans to celebrate in style. We are all off to the Vines on the weekend of the 11th to play some golf, relax by the pool and treat ourselves to a lovely dinner. It is our last festivity together before we all break off for Christmas Holidays. Tina is leaving us on the 16th for an exciting four week holiday, whilst the remainder of us look forward to a two week holiday beginning on the 23rd.

We would like to wish a Very Happy Christmas to everyone. Enjoy your holidays!

Welcoming our Newest Member

We are very happy to announce Marilyn as our newest member to the team at Western BD. Marilyn started working here part time 7 weeks ago, and is fitting in nicely as our newest accountant. She has settled in well and is readily making an impact to the business.



ARTICLES

TAX TIPS

Deductibility of Entertainment and Gifts to staff and clients

With the end of year approaching many businesses are giving gifts of appreciation to their clients and getting ready for their staff party! The question is – is this an allowable tax deduction? Well entertainment, which is usually considered the provision of food, drinks and recreation to either staff or clients may not be tax deductible or may, in some circumstances, attract fringe benefits tax (FBT). For staff unless it's a minor benefit (the value is less than \$100) it is subject to FBT. For clients entertainment other than sustenance is neither tax deductible nor subject to FBT. There are some exceptions however, such as: meals that are provided in an in-house dining facility on a working day to both employees and/or non-employees; conferences, meetings, seminars; and staff training sessions.

By Tina Embleton

Innovation Equals Profit

Becoming a learning organization is the key to capturing large profits. At Western BD we always encourage a set of principles, suited to your needs, which are highly effective at increasing profits in your particular market. But consider the implications of creating your own market, a market where you are the first on the scene to soak up monopoly sized profits before your competitors decide to catch up. This level of innovation is possible only in an organizational culture whereby;

- Risk taking is encouraged, without fear of punishment for failure
- Employees learn from their mistakes, instead of feeling they have to cover them up
- New and expansive ideas are embraced and considered for use in the production process
- Collaborative learning is implemented (brainstorming, etc.) for future reference; learn how to learn together

Although these principles are broad, they do nonetheless instill the notion that *not* all the biggest and brightest ideas are going to come from CEO. There are many creative minds within one company, and they are all needed in order to break through the frontiers of technology and innovation.

By Shane Trewarn

Does Quality Assurance Mean Quality Staff?

Many studies have been undertaken to define 'quality staff'. Several decades ago, a workplace psychologist suggested that 'trust' was the key factor. His research found that high trust = high quality. But, as with the chicken and the egg, what comes first? Do you trust the staff first, or do they have to trust you?

Western BD also believes that trust is integral in maintaining a quality work environment; talk to us if you want to know more.

By Marilyn Ashton

Splitting Superannuation Contributions

Super contributions will broaden the accessibility of superannuation to those who are outside the paid workforce, in particular to:

- Provide low income or non-working spouses with superannuation assets in their own name and under their own control.
- Give single income couples access to two eligible termination payment (ETP) low-rate thresholds and two reasonable benefit limits (RBL) in a similar way to dual income families.

Who does super splitting apply to? To members in accumulation funds or members of a defined benefit fund with accumulation accounts.

Many strategies aim to ensure that a couple income split to manage their overall tax position. The splitting of superannuation supports this simple strategy. By splitting the contributions it means the overall capital is maintained rather than reduced by lump sum tax. Both the member and the spouse could also undertake the re-contribution strategy to increase the tax effectiveness of their retirement income streams.

The ability to split your superannuation contributions will be available from Jan 06. For more information please contact Paul Ellenberg.

By Paul Ellenberg