



REVVING YOUR ENGINE

GROWTH SOLUTIONS





GROWTH SOLUTIONS

As your business starts to rev up, you will need the experience and advice of an accountant and professional services support team who understands your goals and ambitions – a team who is committed to your success.

MGI has established a track record as a business growth advisor for businesses on the move. Our people provide sound solutions backed up with practical help for managing the unique challenges of the growth phase of the business life cycle.

Optimising your performance

We are able to assist in optimising your business performance in a number of ways as your business grows in size and complexity.

Many businesses look to experienced external professionals to provide strategic input and vision. Not wanting the formality of appointing these professionals as Directors, many businesses are now appointing Advisory Boards. As owners of their own businesses and with experience across different industries, MGI Directors are perfectly positioned to provide the independent advice and objectivity needed on today's advisory boards.

With their formal business qualifications and hands-on knowledge, MGI Directors are also able to provide invaluable coaching and mentoring for the business owner, who while technically proficient, may not have formal business qualifications or experience.

MGI's expertise is not just about strategy and vision. We can help you optimise the operational performance of your growing business – particularly as your management processes, administration and reporting systems can sometimes be left behind. MGI is practiced in assisting businesses to create accurate and timely budgets and forecasts, restructuring to avoid costly risk and tax implications, improving reporting systems and defining job specifications. We can also provide guidance on internal accounting functions and software, and recommended management structures.

By conducting formal and informal training in many areas of business operations, MGI is able to assist your staff to develop the necessary skills to support your maturing business.

What you can measure you can manage

Understanding the financial fundamentals of your business is vital to achieving sustainable growth. As businesses grow, particularly those growing rapidly, decisions are sometimes made 'on the run'. MGI can assist by providing business owners with clear financial information on all aspects of their business.

From product costing to cash flow analysis and preservation, our staff can provide you with straight forward and easy to understand reports and advice.

Without adequate financial performance management processes in place, many businesses are unable to make informed decisions on strategies to increase their return on investment. MGI can work with you to design a financial performance framework that is right for your business.

Hiring the best

The growth of your business is dependent on the skills and calibre of the staff you hire – once implemented, the wrong hiring decision can be expensive to rectify. MGI can provide independent third party input into the staff selection process, particularly where a senior role is involved – such as a financial controller, general manager or chief executive officer.

Once the hiring decision has been made, MGI can also provide advice on how to develop attractive remuneration packages to 'tie' key employees to your business. Remuneration packaging can include the tax effective packaging of salaries, performance based-incentive schemes, options or employee share schemes.



Getting personal

The advantages of shared ownership can be a competitive advantage for a growing business. However it is vitally important to lay down the ground rules to protect the ongoing interests of the business, as well as those of the parties involved.

MGI is experienced in advising on the preparation of documents to govern the many facets of business relationship continuity, such as:

- Shareholder agreements – the involvement of shareholders or other equity partners needs to be documented so the parties involved understand their relationships
- Cross partnership agreements – the death or incapacity of a shareholder or equity partner can impact a growing business unless transition arrangements are clearly documented
- Family constitutions – separating family business from family issues can be difficult without the 'rules' for family involvement in business decisions being clearly articulated

Often business owners want to retire, transfer the business to their children or other family members, or even sell to another party altogether. MGI can undertake the necessary 'succession planning' work – from conducting valuations through to brokering the deal with the key stakeholders.

MGI has established standard methods to enable you to work through all of these business continuity issues. We also have special arrangements with selected lawyers who are able to prepare simple, low cost legally binding documentation.

Relationships to avoid growing pains

All businesses depend on a broad range of service providers across a diverse range of industries. But creating relationships with the right service providers, such as financiers, advertising and marketing experts, information technology providers and property managers can be challenging. MGI can assist you with these important relationships by acting as a 'hub' and directing you to trusted and well-respected service providers.

Taking the next step

As an experienced business growth advisor, MGI is able to provide you with straight forward and practical advice and assistance as to the appropriate growth strategy for your business – whether it is organic growth, growth through acquisition or growth through merger.

Every business needs a business plan. Unfortunately, the 'if you don't know where you're going, any road will get you there' approach is applied all too often in business today. We can assist you in ensuring your business plan articulates your business growth strategies and can be used as the basis for debt and/or capital raising.

When the time comes to consider growing your business through acquisition, MGI can help you through all aspects of the transaction – business review, valuation and due diligence, as well as assisting in the important process of integrating the new entity into your business. We can also help by liaising with banks and other lending institutions to finance the deal.

MGI – Your Business Growth Advisor

For more information on how MGI provides business solutions that work for you contact your nearest MGI office or visit www.mgiaust.com