



# MAKING DREAMS A REALITY

**START UP SOLUTIONS**



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Choosing your accountant and professional services support team is one of the most important business decisions you need to make when starting out. The right choice will ensure your dreams of starting your own business flourish and grow.

MGI has an established 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 start up phase of the business life cycle.



## Structuring for success

Deciding upon the legal structure for your new business will be one of your first business decisions. This decision will be critical as it will impact on your taxation obligations and asset protection. It will also need to take account of the personal and family situations of the business owners and their future vision for the business.

We do not believe in a one-size-fits-all approach to this very important issue. Tailoring our advice to provide you with a structure that delivers you the best tax outcome and asset protection is important. Equally, we aim to ensure the structure is easy to understand, and relevant to the personal position and the growth ambitions of the business owners and their families. And we will also work with you to advise you on the appropriate legal business framework to support your business structure.

## Registering – can be a chore!

As a new owner, registering your business with the right government bodies can be a frustrating and, if not completed correctly, ultimately costly experience.

We will provide advice and assist you with registering your business as required by national and state regulations: including Tax File Number, Australian Business Number, GST, PAYG withholding for employers, fringe benefit tax, payroll tax and Workcover.

MGI can also take the worry out of registering your business names, domain names, trademarks and other intellectual property.

## Planning and budgeting – your roadmap to success

Every business needs a business plan – ideally this should be done well before the business is established. It is also important your plan becomes integral to the growth of your business. Too often plans are left to gather dust.

We can assist you in ensuring your business plan is realistic and workable, so it can be used both as a road map for management and as the basis for raising debt and/or equity capital.

Ideally your business plan should summarise everything about your business, such as what business you are in, your sustainable competitive advantage, as well as your vision for the future and the resources you will need to get there.

Once your business plan is complete, we can prepare the profit and loss and cash flow budgets and projected balance sheet to support your growth targets.



## When two heads are better than one

Shared ownership can be a competitive advantage for a growing business. However, to prevent problems down the track, it is important to lay the ground rules of the relationship between the owners at the earliest possible stage.

MGI's experience as a business growth advisor ensures your shareholder or equity holder agreements address such critical issues as:

- Agreeing about the future direction of the business
- Agreeing on what input, financial or otherwise, the equity holders will make
- What would happen if one equity holder dies or becomes ill and whether insurance is required
- What would happen if one party wanted to leave, or the relationship simply breaks down
- What entitlements will the equity holders have from the business in terms of salary, dividends, superannuation and drawings

We have established standard methods to advise clients on how to work through these issues. We also have special arrangements with selected lawyers who are able to prepare simple, low-cost, legally binding equity partner agreements.

## Out with the shoe box! In with the accounting system!

Today's growing businesses can no longer rely on 'shoe box' accounting systems. As the owner of a start up business you will need your financial performance data at your fingertips, and not be reliant on out-of-date reports generated from invoices stored in shoe boxes.

However the variety and capabilities of accounting software systems can be daunting to a first time business owner. As your business growth advisor, we can assist you in selecting software that is simple, standardised and appropriate for your business needs and industry. We can also assist you in setting up charts of accounts, fixed asset registers and subsidiary ledgers to produce the financial information you need – not just for compliance purposes, but also to enable you to closely monitor your business plan and budget. And if your staff needs training on the accounting software we can assist you, or we can recommend bookkeeping services at competitive rates.

Alternatively, we can undertake a review of your existing accounting systems and recommend changes to ensure the system produces accurate and reliable financial reports. These reports are important to enable your business to grow efficiently, to meet its compliance obligations and for you to have a sound basis for management decisions.

## 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](http://www.mgiaust.com)