

$$d(P_1, P_2) = \sqrt{(x_2 - x_1)^2 + (y_2 - y_1)^2}$$

# Are you still learning?

Recently, Peter Kenyon spoke at an Ocean Grove breakfast organised by our local Principal, Helen Butteriss.

Who is Peter Kenyon? – Founder and Director of Bank of I.D.E.A.S. and “social entrepreneur”. (Those who have access to the internet – look him up on Google.)

He began his talk with this quote: In times of change, learners inherit the earth, while the learned find themselves beautifully equipped to deal with a world that no longer exists. (Eric Hoffer).

#### Are you and your colleagues learners?

Kenyon said if we are going to succeed, we need to embrace and learn the attributes of the best businesses.

#### What are these attributes?

- Positively outrageous customer service (Make them feel loved!)
- Innovative marketing (What is your WOW factor?)
- Staff pride, enthusiasm and involvement
- Community connectedness
- Client connectedness and collaboration
- New ideas and continuous learning (At least 20 new ideas each year)
- Being passionate about your business.

#### How do you rate?

If you are lagging behind, we can help you catch up. Contact your adviser today for more information.

**And another tip:** Man without a smiling face should not open a shop (old Chinese proverb).

## New Principals

WHK Day Neilson is pleased to announce the promotion to Principal of Wendy Maloney, Business Services Geelong and Lynn Jensz, Business Services Stawell, effective 1 July 2007.

Wendy commenced at WHK Day Neilson in 2000 moving from Grant Thornton in Melbourne. Wendy joined the firm as a manager within Barry Kittelty's team and in July 2006 was given responsibility for her own Business Services Team in Geelong. Wendy will remain in this role, and continue to provide Tax Advisory services.

Lynn originally joined the firm in Stawell in 1991 as an accountant. Lynn has progressed through the firm to her most recent position as Team Leader, assuming this responsibility in July 2006. Lynn will continue to lead the Business Services team in Stawell.

Their appointment increases the number of Principals to 15.



# Introducing our financial planning team

**Back row:** L to R: Andrew McDougall, Andrew Conlan, Cameron White, Michael Jones, Nathan Boseley, Stephen Broadhead.

**Front row:** L to R: Jade Zivcic, Angela Campbell, Tobi Bagley, Karen Stephens, Karen Lindmayer, Sam Butcher.

**Not pictured:** Anita Rodd, Matthew McPherson, Stacie Harrison.



Our specialist financial advisers provide a straight forward professional approach to help you protect and increase your assets. Our clients benefit from our extensive experience and proactive service.

Our service is based on building a strong relationship with our clients. Gaining an in-depth understanding of your financial circumstances is vital to the success of a financial plan. Thereafter, careful and diligent reviews are critical to ensure your financial plan protects and grows your assets.

To arrange a no cost, no obligation consultation, please contact one of our financial advisers specialising in:

- Financial Planning;
  - Risk Insurance; and
  - Self Managed Superannuation.
- A Victorian pay-roll tax exemption is available to businesses with employees absent while working as volunteer firefighters or responding to other emergencies. \* Financial Planning advice provided via Representatives of Investor Financial Planning ABN 51 060 092 631 AFSL 238244.

## Briefings

- From 1 July 2007, new legislation will protect a bankrupt's entire interest in a superannuation fund from being divisible amongst creditors.
- For purchasers of land intended to be occupied as a principal place of residence by at least one transferee, a concessional rate of stamp duty may apply when the dutiable value is between \$115,000 and \$500,000, provided the contract was entered into on or after 1 January 2007. The maximum concession is \$2,850 and is not restricted to first home owners.
- From 1 July 2007, "eligible termination payments" will be replaced by "employment termination payments" (comprising "life benefit termination payments" and "death benefit termination payments") and "superannuation lump sums".
- From 20 March 2007, the maximum single pension rate rose to \$525.10 per fortnight, and the "partnered rate" to \$438.50 per fortnight. The deeming rates rose to 3.5 per cent and 5.5 per cent.
- The fringe benefits tax benchmark interest rate for 2007-08 is 8.05 per cent.
- Legislation will be amended to allow deductions to eligible gift recipients for donations of publicly listed shares acquired more than 12 months before the gift and valued at \$5,000 or less.
- The 2006-07 cents per kilometre rates for car deductions are 58 cents (engine capacity 0 – 1600cc), 69 cents (1601 – 2600 cc) and 70 cents (over 2600 cc).
- "Exceptional circumstances" (EC) drought assistance has been extended to farm-dependent businesses employing up to 100 staff and deriving at least 70 per cent of their income from farmers located in EC declared areas.



WHK Day Neilson



WHK Day Neilson  
Financial Planning

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**Stawell** - 3-5 St George St, Stawell. Tel: 03 5358 1733

**Ballarat** - 9 Creswick Rd, Ballarat. Tel: 03 5331 4044

**Ararat** - 93 Barkly St, Ararat, Victoria 3377 Tel: 03 5352 3636

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DISCLAIMER: Please refer to Page 3 of the Straight Talk newsletter.

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