

Welcome

We have had an exciting start to 2007 with the announcement of our affiliation with Horwath International and consequent name change to WHK Horwath from the 1st July 2007. This new affiliation brings many new opportunities for our clients including;

- Enhanced global service capability; through improved access to international accounting and taxation information;
- Increased specialist offerings through greater intellectual property access, knowledge sharing; skill building and deeper industry knowledge base.

In summary, same people, same and enhanced services, new name! There will be no change to staff or fee structure as a result of our new affiliation, and it is very much business as usual for your day to day contact. In the future you may choose to look at and benefit from the opportunities the Horwath affiliation can bring.



However I stress that we are very much focused on delivering on your needs today in a forward thinking manner!

In the meantime if you have any issues that you think need to be brought to my attention I would be very happy to hear from you. Please call 9258 6700.

Best Wishes,
Ian Hanley, Chief Executive



Did you know that WHK Greenwoods has a **lending & finance division?**

The world of finance has never been more complex, and a wrong decision can end up costing thousands. Fortunately, with WHK on your side, finding the best solution for your needs just became a lot easier.

We remove the hassle of finding the best finance solution, by understanding what our clients want, negotiating with lenders for the best deal and facilitating a fast and efficient settlement. Here's some recent examples of how we've helped some clients:

Deal 1

Provided below is an asset lend against residential property. The clients whilst wealthy in terms of assets, have difficulty in demonstrating serviceability. The following deal was provided by one of the top six banks on a low doc basis, which means serviceability does not need to be explained or examined:

Loan Amount	\$2,500,000
Residential Security Value	\$4,100,000
LVR	60%
Purpose	Part Super Investment & property purchase

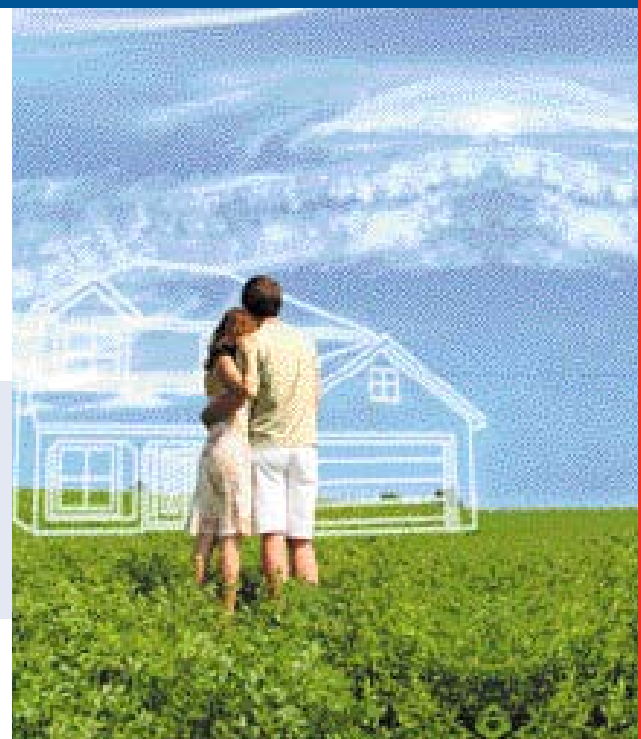
The rates & fees offered are as follows:

Application Fee	\$750
Variable Rate	8.07 - .85% = 7.22%
Interest Only	5 years then review

Deal 2

The second deal relates to the purchase of an existing business. The business had strong historical profits & a strong brand name. The structure of the purchase was as follows:

Purchase Price	\$5.0m
Equity	\$1.0m
Vendor Finance	\$1.5m
Bank Debt	\$2.5m



The structure of the deal offered was as follows:

Loan Amount	\$2,500,000
Term	5 years
Repayments	2 years Interest Only then \$140,000 principal pa.

Rates	Variable 8.40%
Application Fee	\$16,500
Security	Debenture Mortgage over Company plus Director's Guarantee.

Contact Brian Kelly, Head of Lending & Finance on (03) 9258 6723 or Anh Lam, Lending Manager on (03) 9258 6809 for more information on getting the best solution for your needs.

Did you know that depression is currently the leading cause of non-fatal disability in Australia?

Recently the Principals of WHK Greenwoods attended a workshop on depression presented by **beyondblue**. The workshop looked particularly at the effects of depression in the workplace and what we can all do to help. One of the key messages was for everyone to increase their "health literacy" so we can talk about the issues in an informed manner – to this end we share some of the key points from the presentation.

Depression affects 1 in 5 people in their adult lifetime... and

- is not just feeling sad or down;
- is a clinical illness;
- impairs your ability to cope;
- or stressed at work;
- causes significant distress;
- responds to treatment!

The diagnosis of depression is more than 2 weeks of persistent low mood and/or loss of interest or pleasure. Symptoms across the categories in the diagram below...

How can we all help?

1. Increase our 'health literacy' around a common problem such as 'depression'.

2. Be a 'navigator' for colleagues, friends and family to assist them to get the help that they may require.

A good starting point is to ask yourself this question: What would you do if it were a physical illness?

- Don't make assumptions or diagnose
- Focus on a concern about health
- Aim to send a message that 'help is available'
- How you can assure them that such problems are common?
- Disclosure if appropriate and positive
- A recommendation for professional help
- Encourage social participation

Apart from the overwhelming effect on the individual and families depression results in: **Absenteeism**: Half a million full working days lost every month.

Presenteeism: More than 12 million days of reduced productivity in a year.

Therefore depression is a workplace issue.

beyondblue is a national, independent, not-for-profit organisation working to address issues associated with depression, anxiety and related substance misuse disorders in Australia.



www.beyondblue.org.au
beyondblue Information & Referral Line
1300 22 4636 (cost of local call)



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



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Are you driving your super further?

With the range of opportunities available prior to the 1st July 2007 it is not too late to consider the benefits that can be taken advantage of prior to the new financial year.

Consider the experience of Andrew Jarman...

From: andrew.jarman [email address withheld for privacy reasons]

Sent: Sunday, 25 February 2007 2:13

To: Chris Malkin

Subject: A word of thanks

Hi Chris,

Vanessa and I wanted to write and express our thanks to you and your team following the first year of operation of our family superannuation fund.

There were a number of obvious 'pros' that we expected to enjoy when we weighed the decision to move away from company-sponsored superannuation into our own superfund. Chiefly these included: investment flexibility, use of franking credits, reduced fees, access to individual term insurance - including guaranteed renewal independent of any future employment changes.

In short there was a long list of benefits. Also, we make decisions about investment choices personally, so doing it through a fund is neither a pro nor a con.

There was only one significant 'con'; the personal effort and risk that we would assume when we became trustee members of our own fund. The media has consistently played on the huge effort required to set up and manage your own superannuation fund and the risks associated with not complying with the myriad of rules.

How different our actual experience has been! Your trust deed and the process to set up our fund, including draft minutes and ATO forms etc, was complete and straight forward. Ongoing, all investment and other correspondence has moved smoothly through your office. I believe your team keeps record of correspondence as do I - a useful balance and check.

Following year end, I answered some questions on some trust/bank account transactions and within days I received our audited superfund accounts, tax return and draft minutes. Again all clear and correct.

In the past, I did not count the hours spent trying to decipher the accounts sent from my employer-sponsored and retail funds. There were hours sent discovering and then adding up the fees deducted at every level through the accounts. In comparison and with the willing assistance of your team the management effort of our own fund now seems inconsequential.

Thankyou and please congratulate your team for their efforts and the outcomes. I look forward to the year ahead.

Kind regards
Andrew

PS: With the time saved, I may register the fund to recoup GST we've paid?