

# How does your current accountant add up?

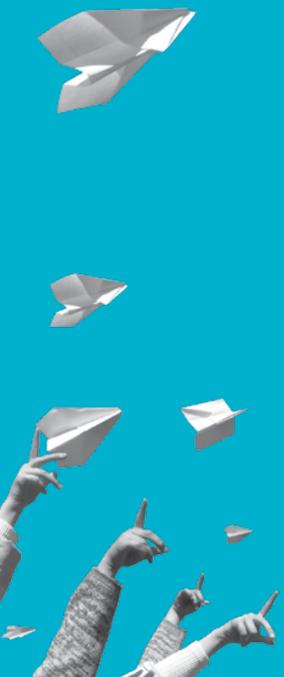
**A GOOD ACCOUNTANT** will take care of your tax compliance, file your paperwork on time, and charge you by the hour.

**A GREAT ACCOUNTANT** will do everything you expect—and a great deal more. They'll think strategically about your business (and call you to enthusiastically share their ideas). They'll provide you with insightful, value-added

advice (a bit like having a business coach). And they'll proactively look for ways to help grow your business (by saying 'yes, let's find a way to do it' instead of 'no, it's too hard'). What's more, you'll receive all this for a fixed price that you've agreed up-front.

**Which kind of accountant do you currently have? Take a look at the following checklist:**

ACCOUNTANT A	ACCOUNTANT B
You only see them at certain times of year	They often call to ask how you're doing, or pop in to see you (free-of-charge)
They focus solely on the numbers, taking little interest in you or your business	They show a genuine interest in your business, your life, and your goals
They charge for pretty much every email, phone call and quick meeting	They understand how annoying this is – so don't charge-back the small things
You're never sure what your tax will be (sometimes it's higher than expected)	You've been told what to expect from your tax bill, so you can plan ahead
They take a tick-the-box approach to tax compliance	They provide you with tax structures that are tailored to your individual circumstances
You feel like you get what you pay for	You appreciate all the value-added advice and services you're receiving
They run your meetings, and do most of the talking	They listen; they ask probing questions; then they offer advice and solutions.
They set deadlines for you	You both agree on timeframes that work best for you
They get in touch when there's a deadline or a problem	They keep you posted with range of different issues, ideas and opportunities
Their only correspondence is regarding tax matters – or their bills	They forward you articles, blogs, newsletters and other interesting stuff
Your bill arrives after they've finished the work	You've been quoted the price up-front, before they start work
They leave you alone to run your business	They feel more like your business adviser, coach, friend and sometimes-hero



# What do you think?

If you have an Accountant A, and you're happy, that's great. You've got what your business needs at this stage in time.

But if you're looking to grow your business —and you want more of the qualities of Accountant B, you have two options. You can share your thoughts with your existing accountant, to try and help them deliver what you need. Or you can interview a new provider, and use this checklist to stimulate discussion.

## We'd like to get on your interview list

If you're ready to move from good to great, we'd welcome the opportunity to have that discussion with you. But first, read what some of our existing clients have to say about working with us.

We were introduced to Jeremy from enablebusiness in early 2017 after he was recommended to us by our bank. Our construction company grew very fast which caused us cash flow challenges. Jeremy introduced disciplines to help us manage cash flow more efficiently and price new work more accurately. He has given us advice on how best to meet tax obligations and create realistic financial targets. enablebusiness are more than an accounting practice, they understand the complex dynamics of a business. Not just the balance sheet.

*Tony Edmonds & Glenn Edmonds - Realm Group*

I always recommend Jeremy from enablebusiness to anyone who is looking for not just an accountant, but someone who is going to add value to their business. We see Jeremy as part of the Bug King team, he has helped us focus on the areas that are going to make us grow our business and give us

more financial freedom. Jeremy plays an integral role in our business planning, not only from a numbers perspective but also as a sounding board for ideas. As he has vast experience dealing with many different types of businesses, this enables him to add real value to our planning process.

*Melissa Brown - BugKing*

I have found my accountant for life. After using 4 other accounting firms over 5 years, I kept finding myself constantly frustrated with the lack of care they had for my business. After my first meeting with Jeremy from enablebusiness, I came away thinking, "Thank god for that". Finally, someone who answered all my questions without me even having to ask.

If you feel like there is something missing with your current accounting partner then there probably is and I highly recommend you contact enablebusiness.

*Dan Fawcett - DF Builders*

## We can even help you make the transition

We also understand that 'breaking up can be hard to do'. So should you decide it's time to move to a new provider, we can manage that process on your behalf.

## Like to find out more?

We'd love to hear more about your business. To arrange a chat, please contact me:

**Jeremy Wilson**

[jeremy@enablebusiness.co.nz](mailto:jeremy@enablebusiness.co.nz) | 021 640 001

