

DAA Bulletin

Quote

“No man is a leader until his appointment is ratified in the minds and hearts of his men”

- The Infantryman's Journal 1954

DAA

DODD AND ASSOCIATES LTD
CHARTERED ACCOUNTANTS

A Must Read!



Look Through Companies – Two Years On

If you opted in to the Look Through Company regime from 1 April 2011 you have now had two full years of operating as a Company but paying tax like a Partnership. For most people that opted in the benefit was that they continued to utilise any losses made by the Company in a similar way to that provided by the LAQC regime.

Although, at the time, we put all our clients through rigorous testing to ensure you could gain maximum benefit, circumstances do change and it is imperative that you complete the relevant workpaper that forms part of your annual checklist so that we are always up to date with your individual circumstances. If you are not sure how to do this please make a time to come and see us and we will explain what is required and / or send you off to your bank etc for further information.

Any changes to the Company's or your personal finances could have a bearing on how much, if any, of the losses you are entitled to claim and, if you happen to generate a profit, that is then taxable in your personal income tax return too.

One last caution, which is standard for selling property which is what a lot of Look Through Companies own but even if you are not in the property business, ALWAYS see us first before revoking your LTC status. There can be disastrous consequences if you act in haste and are not prepared for the outcome.

B2B, A To Z: Marketing Tools and Strategies that Generate Leads for your Business-to-Business Company by Bill Blaney

Marketing books are normally focused on selling to consumers so it is a refreshing change that we have a book that focuses on business to business sales. When I first read this book my reaction was “Yes, a book that actually hits the mark and by someone who knows what he is doing”.

When selling to another business you need to take a different approach than you would with selling to a consumer. What the author Blaney does is take traditional marketing strategies and turn them into ideas that are relevant for business to business (B2B) selling. It is written in a language that is easy and clear to understand.

We recommend this book for anyone doing B2B as the strategies and tactics are focused on generating sales and thereby making you more profit. If there is one book you should read before Christmas this is the one.

Get Ready for the end of Windows XP!

By Mike Tarjomi

Business Development Manager / Senior Systems Engineer

CodeBlue Christchurch

Yes you heard it right, Windows XP support is coming to an end early next year! If you are a business owner and still using the ancient, legacy version of Windows, it's time to consider your next move.

This doesn't mean that your PC will all of a sudden burst into flames or stop working, however it does mean that Microsoft will no longer invest in resource to maintain or update the operating system.



Why should you be concerned?

When support for Windows XP ends, Microsoft will stop producing security patches and fixes for critical flaws, which could allow unauthorised access into your business network. Your PC's will be vulnerable to new exploits and you won't have the reassurance that the issue will be patched!

Customers who purchase new hardware even for otherwise fully capable systems may start to run into compatibility issues. Third party solutions arise to get around these driver issues, but they are not always 100% guaranteed for all scenarios. The bottom line? Using XP after April 2014 is an "at your own risk" situation for businesses.



Windows XP is 12 years old – your business deserves better!

It is agreed by most that Windows Vista was a bit of a lemon, however Windows 7 Professional has received critical acclaim as an excellent operating system. If you are keen to upgrade to the latest and greatest you can always opt for Windows 8.1, however unless you are going for a Touchscreen environment, Windows 7 should be just as good.

It has been noted that there is a significant I.T. support cost reduction in businesses who have deployed Windows 7 Professional, over the legacy Windows XP. The learning curve isn't really much at all and most users note that they find Windows 7 'easier to use as it's more intuitive'.

Both operating systems will be supported by Microsoft for many years to come, so now is the time to put that Post-XP plan into place! Speak to your I.T. support about hardware upgrades to support the newer versions of Windows, or if you are working on more recent equipment speak to them about software upgrade paths.

If your business needs help moving away from Windows XP or you would like more information let us know and we can put you in touch with Mike at CodeBlue.

Chinese Market

If you are interested in wholesaling or retailing but don't know what to start selling, or you want ideas on what can be imported from overseas and on-sold in New Zealand, we recommend a place called Yiwu City in China.

This is approximately 3.5 to 4 hours (by car) from Shanghai and is the largest commodity wholesale market in the world.

They offer a huge variety of quality, but cheaper, commodities compared to other wholesalers.

The english version of the website can be found here <http://en.yiwugou.com/>
There is also a chinese version <http://www.yiwugou.com/>

On either of these sites you will find a huge amount of pictures and prices of different products and the sellers information. If you need any help just give us a call.

info@dodd.co.nz www.dodd.co.nz

11 Picton Avenue · PO Box 42113 · Christchurch · 8149

