

Chartered Accountants



Hello and Welcome to the November 2003 Behind the Scenes.

Summer is almost here, bringing with it flies as big as budgies, heat you can pass out from, beaches as crowded as David Jones, barbeques with friends, Christmas with family, summer days that don't end, and a 2004 that is sure to be more peaceful than 2003. WA is a pretty good place to be.

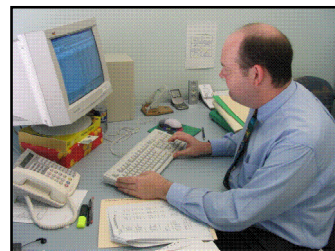
If you have yet to send your information to us (or haven't answered some of those queries we have sent), it might be a good time to send it all in (before you go on holidays!).

Although Alan left us, and Annie will be temporarily off to become a mother, we have been lucky enough to have Sam Berlinger and Marie Studer Plüss accept our offers to join the team. Sam is local to Perth and Marie (and her husband) have come to Perth to live from Switzerland (when we get someone from South America we will have all continents covered - and quite a few countries and languages!).

[Meet Another Member Of The Team](#)

Neil Barlow. Neil joined us in July from the Darwin office of Ernst & Young. Originally, though, he grew up in country Victoria and studied at Monash University for his business degree, later becoming a Fellow of the Tax Institute of Australia and then a CPA (in 2001). Neil can be seen on weekends cruising the countryside on his Honda CBR600 (he's not seen on it too much during the week though - he lives next door to our office). It's probably lucky that Neil found close digs because we have found that he's not a morning person and would be in strife getting in on time if there was any traffic!

Neil is a senior tax practitioner and is working with Mark Thornton (as a number of clients have discovered already).



[It's That Time Again! \(And Our Wish List For Santa\)](#)

Before you know it - it's Christmas. As this is the last issue for 2003, please accept our best wishes for the coming weeks. We hope that you enjoy the Christmas period and survive the celebrations to be invigorated for 2004.

We sat and thought about what we would like for Christmas and maybe the following could be in Santa's sack...**No** more "simplifying" of the tax system (I don't think we could cope with another simplification): **All** motorists driving as if they knew and understood the road rules: **Politicians** who thought that they worked for us: **Rainfall** that was average every year: **Alcohol** that didn't cause a hangover (not enough research is being done in this area): **Healthy** food that tasted like Pizza: **Time** that passed at the same rate on Weekends and Holidays as Weekdays: **Teenagers** who spoke in full sentences: **A** football team that always makes it to the grand final: **Deadlines** that are always tomorrow and not yesterday: **A** police service that catches all the criminals (and a legal system that doesn't let them off): **A** safe and happy year for family, friends and clients (and friendly, family clients).

[There Are Teachers, And Then There Are Educators](#)

According to a news report (somewhere, sometime) a certain private school in Washington, USA, recently was faced with a unique problem. A number of 12-year-old girls were beginning to use lipstick and would put it on in the toilets. Bad enough those 12 year olds were wearing lipstick at school, but after they put it on they would press their lips to the mirror - leaving dozens of little lip prints. Every day the cleaner would remove them and the next day the girls would put them back. The Principal finally had enough!

She called all the girls to the toilets and explained that all these lip prints were causing a major problem for the cleaner who had to polish the mirrors every night. To show how difficult it was to clean the mirrors, she asked the cleaner to show the girls how much effort was required.

He took out a long-handled squeegee, dipped it in a toilet bowl, and cleaned the mirror with it. Strangely enough, since then, there have been no more lip prints on the mirror.

Referral Card

I wish to introduce

Please provide my friend with your assistance, which includes a free initial consultation.

Sincerely,

Our Services

Taxation advice, compliance and planning:

- GST
- Capital Gains
- Income Tax
- FBT

Business planning and structuring.

Business development and coaching

Cashflow management.

Wealth creation & financial planning.

Retirement and superannuation planning.

Evaluation of businesses for purchase or sale.

Estate Planning.

Succession planning for business.

Business structures.

You Mghit Hvae To Raed Tihs Agian!

Accodrning to a rscheeaerr at an Elingsh uinervtisy, it deosn't mtttaer in waht oredr the lttteers in a wrod are, the olny iprmoetnt tihng is taht frist and lsat ltteer is at the rghit pclae. The rset can be a toatl mses and you can sitll raed it wouthit porbelm. Tihs is bcuseae we do not raed ervey lteter by it slef but the wrod as a wlohe.... and you slhuod try slepl ckhecng it!

Have to say we have seen a few job applications a bit like this. I don't think that they actually were part of the research though.

Chart A Winning (Business) Course



Planning for business success is little more than thinking strategically about the future of your business.

Compare it to the preparation done for a competitive ocean race where a course is charted from start to finish by the skipper and navigator before the race begins. This course takes into consideration environmental

factors such as wind and weather, the talent of the crew, the capability of the vessel, and the calibre to the competition. In the race itself, the course charted will change as conditions develop, e.g. wind shifts, storms, obstacles appear, and moves that are made by competitors.

We can act as your experienced "navigator" and help you plot a steady course for business success.

Call us to find out more about how we can help you realise the full potential of your business and reap the benefits of having a "navigator" on board.

How Can I Make More Money (or at least use better what I have)?

Following is a schedule for seminars that Martin Watson is running in our office during December. All seminars are on Mondays:

- 1 December 6 pm: **Super as a Long Term Investment.**
- 15 December 6 pm: **Gearing into Managed Funds.**
- 5 January 10 am: **Using Super to have a tax free Retirement.**

This seminar series promises to be interesting and informative.

To come along please book by ringing Louise on our usual number (9202 1833) or email tp@thorntonpartners.com.au. The sessions will run for around 90 minutes.

When Too Much Sport Is Barely Enough

Now that the warm weather is (almost) here a number in the team have taken to cycling to the office. Troy, Bill, Mark and Joe have braved the traffic to push their treddies along footpaths and cycle tracks. Fortunately, none of them has taken to wearing brightly coloured, skin-tight "Tour de France" gear. Joe is, however, sporting a few stitches under his chin from a run-in with the bitumen a few days ago (hasn't dampened his enthusiasm though – we will be able to prise him off the bus in no time).

We are always on the lookout for new and unusual hobbies amongst our team. Adam Caldwell wins this month's prize for daft – he is a member of a group called **Grey Company**. In his own words "...we get together every Sunday, dress up in armour and beat the crap out of each other with swords, axes and clubs." Serious consideration is being given to incorporating debt collection into Adam's job description.

Rottnest Channel Swim – we got our entry in within time. Ocean swimming training has started (and goodness – the water is a bit cool still!).



Important Tax Dates

BASs should be lodged by 7 February 2004 for the December 2003 quarter.

A Thought Or Two For The Day

"Good leaders take a little more than their share of the blame, and accept a little less than their share of the credit." (Author unknown).

"Everything that can be invented has been invented." Charles H. Duell, Commissioner, U.S. Office of Patents, 1899

"This 'telephone' has too many shortcomings to be seriously considered as a means of communication. The device is inherently of no value to us." Western Union, internal memo, 1876.

Our Partners:

Mark Thornton
Clive Boyle
Garry Williams
Troy Anderson
Bill Mattingly

The Rest of Our Team:

Adam Caldwell
Annie Hii
Darrel Roberts (Lending)
Darren Fissoli
Dave Farnham
David Corney
Helen Dyer
Joe Siciliano
Kara Ritchie
Kirsten Whitehead
Kristina Baric
Louise Anderson (Receipt)

Marie Studer Plüss
Martin Watson (Financial Planner)
May Chan
Nancy Wong
Neil Barlow
Renee Murphy
Ryan McCallum
Sam Berlinger
Sharon Francis
Katie Kha (maternity leave)
Donna Leibowitz (maternity leave)

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