



**DEMYSTIFYING YOUR NUMBERS
FOR FUTURE GROWTH**

WHO WE ARE

Imagine an Accountant that makes tax time stress free and pain free?

NGR Accounting was formed in 2014. Principle Accountant, Nathan Rigney, could see that many industry peers were not focused on the exciting change that cloud technology companies (like Xero) were bringing to clients and their Accountants to adopt. It was from there that Nathan Rigney formed NGR Accounting.

We give our clients the opportunity to do Accounting differently. We make your numbers mean something to you. We do this by helping our clients understand Accounting concepts, how you increase revenue and decrease expenses and most importantly showing you how we can make your numbers come alive in your Accounting software.

We love to focus on ways to become more efficient in the Accounting space of your business, to save time, stress and help you understand why Accounting is just as important as your marketing plan.

Think of us as your partner in future growth, we want to be there to help our clients in their personal and business financial circumstances.

Accountants today need to realign their thinking to the current day, which is something we're proud to say we have adopted. We aren't just Accountants who lodge tax returns, we are your Business Advisors for success.

OUR CORE FOCUS

- Thinking outside the box
- Going above and beyond
- Partnering with our clients
- Embracing change
- Projecting our clients forward

OUR TEAM



Nathan Rigney, CPA
Principal Accountant

Nathan is the founding partner of NGR Accounting. The firm was formed because he could see there was a need for clients to grow from a service with an Accountant that could provide timely and present-day advice regarding the Accounting industry. Nathan has worked with many clients, but his main focus is to help clients adapt to effective and efficient platforms that excel business profits and overall quality of business life.



Belinda Bendon
Practice Manager

Belinda joined NGR Accounting in 2018 to help manage our firm behind the scenes. Having an extensive background in office administration, assisting Accountants deal with a variety of matters including setting up Xero files, contacting and liaising with the Australian Taxation Office, Corporate Affairs (ASIC) and other practice administration tasks.

WHAT WE VALUE



We Value Contemporary Knowledge

A fundamental basis that your Accountant has current and new knowledge.



We Value Positive Relationships

Only the best results come when clients are comfortable with their trusted Advisor.



We Value Passionate Energy

We love seeing our clients succeed in their personal and business endeavours. Your success gives us a big buzz and we love it!



We Value Professional Results

We know you have your own pressures in life be it business or personal matters. Performing your business outcomes in a timely execution is imperative.

OUR 3 UNIQUES

- We are advanced in current accounting technology and we embrace it
- We do not outsource our work
- There is no 'I' in team



Kirrily Hansa, CA
Senior Accountant

Kirrily joined NGR Accounting in July 2017 as a Senior Accountant and a client manager. Kirrily has a real passion in assisting her clients excel in their business and personal lives, giving practical tips and advice, and most of all caring about our clients financial circumstances. Kirrily is a Chartered Accountant, proficient in completing personal tax returns and SME compliance like BAS, company accounts and returns.



Pierce Coles-Sinclair
Accountant

Pierce joined NGR Accounting in September 2016, initially started his role in assisting Nathan with all administration matters and moved towards his current role as Accountant. Pierce's role involves completing individual tax returns and small business compliance work such as BAS and IAS preparation. Pierce is currently studying at the University of Wollongong, with a double major in Accounting and Applied Finance. We asked Pierce to join the NGR team because we could see that he has a love for business, is a hard worker and has an overall robust set of values.



THE ON BOARDING PROCESS

DISCOVERY

Meeting with Nathan Rigney or other NGR Accounting staff member where we will

- Listen to your concerns
- What are your objectives or plans
- Determine what services you need
- Tell you about us and how we can help you
- Advise you on the benefits of partnering with us
- Provide you with our information pack

CONVERSION PROCESS

- Compile and forward our Engagement Letter and Fee Proposal
- Follow up with you either via phone or further meeting with any queries or concerns
- If you are happy then sign the Engagement Letter and Fee Proposal and forward information to our office

ON BOARDING PROCESS

- Introduction to your Manager
- Require access to your Xero file
- Obtain TFN & ABN and add you to our systems
- We contact your previous Accountant and advise our appointment

CLIENT CONVERSION & COMMENCEMENT

- Option to have follow up meetings to discuss any concerns

NON-BUSINESS CLIENTS

COMPLETING INCOME TAX RETURNS

- Defining Assessable Income
- Capital Gains Calculations and Advisory
- Rental Property schedules
- Tax Advisory
- Tax Deductions, what you can claim and not claim

INTRODUCTION TO NON-CORE ACCOUNTING AND TAXATION SERVICES

- Estate Planning
- Financial Planning
- Mortgage Broking
- Other professional contacts

BUSINESS CLIENTS

EARLY AND EAGER

New to business, in the establishment phase of business and a client that needs guidance.

- Initially, basic setup, introduction to
 - Bookkeeping (Xero and Receipt Bank)
 - Quarterly BAS; includes GST, PAYG Withholding, PAYG, other instalments or taxes
 - Software and Accounting Training
 - Review or setup of Structure, which is the best structure for the business?
 - Sole Trader/Partnership
 - Company
 - Trust (Unit Trust/Discretionary Trust)
 - Mix of structures, based on the above

- Ongoing:
 - Bookkeeping
 - Advice
 - Preparation of
 - BAS
 - IAS
 - FBT
 - Tax Returns (Business and Personal)
 - Financial statements
 - Non-core Accounting and Taxation services
 - Referral to Mortgage Broker and other referral partners (i.e. Insurance Broker, Real Estate Agent, Lawyers, Conveyancer)
 - Assistance with Financial Planning (via referral)
 - Estate Planning assistance



ESTABLISHED AND EXHAUSTED

Clients are established in business, but they are in a rut and their current Accountant is not going beyond just the compliance work

- Initially; Review of current Accounting systems and general business processes/procedures
 - Review
 - What software are they using
 - Is the software providing efficiencies and is it current? I.e. using Xero, Receipt Bank, other apps that connect
 - General business
 - Is there a business plan in place
 - Review the business structure, does it need amending?
 - What legal documents do they have in place, do they have a shareholders agreement, other documents?
 - Is the business making a profit? Review prior year accounts and current YTD results
 - Advisory
 - Setting up forecast and budgets: Beyond the initial set up, we keep track of their results and compare to the budget
 - Advice needed for immediate problems that exist and fixing them
 - Tax Planning processed in May, to reduce any unnecessary tax on profits
 - Access to non-core Accounting and Taxation services
 - Outside assistance from industry experts, for example Business Coach, Financial Planner, Lawyer
 - Ongoing compliance work completed
 - Take on all bookkeeping matters for the client, except for their invoicing (important that the client does this themselves)
 - Regular reports of results, budget vs actual
 - Quarterly discussions (via phone or face to face) to discuss results and or concerns
 - Year end and ongoing work: Financials and Tax Returns, BAS, IAS, FBT, Personal Tax Returns for Directors/Business owners
 - Basic graphs and reports of results to accompany Financial Reports

EXPERIENCED AND END IN MIND

Client is ready to exit out of the business, sell or wrap up the business, and needs a plan to successfully transition from business owner to retired/employee life

- Review just like the Established and Exhausted program (especially if a new client), in addition we will focus on the following exit strategies and concerns
 - Selling the business is a five year process and it starts by having in place the following:
 - Are there at least the last three - five years of business Financials showing strong results? This is vital to get the highest sale price
 - Are policies and procedures in place in the business, can the new owner take over the business with ease?
 - In the five years prior to selling, obtaining end of financial year a basic valuation of the business is important. We want to see improved value. The final two years, a detailed report is necessary, to show where the business is failing
 - Consider a review of the lease (premises). This may be vital to the sale
 - Does the lease have a long period left post sale?
 - Is there an option period?
 - Is there a demolition clause on the lease?
 - Will the landlord accept the new purchaser? This may stop a sale of the business
 - What retirement plans are in place, if any? Refer a Financial Planner
 - What are the tax implications, in particular CGT?
 - At the selling stage, assisting the client with the Business Broker and Solicitor

GET IN TOUCH TODAY

**Call 02 9011 6669 or visit
ngraccounting.com.au**

TESTIMONIALS

“Nathan and the team at NGR Accounting have made ATO compliance for my business easy and hassle free. They take the time to understand your business - not just the numbers - so that they can readily assist you as required.”

Jaclyn Bold
BOLD Trailer And Caravan Repair Centre.

“I engaged Nathan from NGR Accounting as I needed more than just a compliance Accountant. I was after an Accountant that would engage with me and provide an advisory service, which Nathan has delivered on.”

Weronika Tillmar
Aquatica Swim Academy

“Nathan has acted as my business and family Accountant and Tax Agent, and I have found his knowledge and service to be exceptional. Nathan is of good fame and character, I would - and have - referred him on to numerous clients, friends and family members.”

Gillian Rendall
The Shire Conveyancer

“Nathan and the team have ensured all my accounting and tax needs just happen. They are seamless to work with and always anticipate what needs to be done. NGR executes with excellence.”

David Standen
CEO Dolans Bay Marina





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