

STARTING THE NEW YEAR WITH A BANG



with LightYear
Directors - Michael,
Ben and Grant

What is going to happen in 2024?

- It will only get tougher to get an accountant or planner
- AI will start to infiltrate the ATO and government departments and will escalate quickly
- SMSFs will hit the \$900Bn mark but then will start to decline preparing for \$3M accruals tax
- Family Wealth Protection will increase depth into the early adopters
- SAPEPAA will break into being a key Association

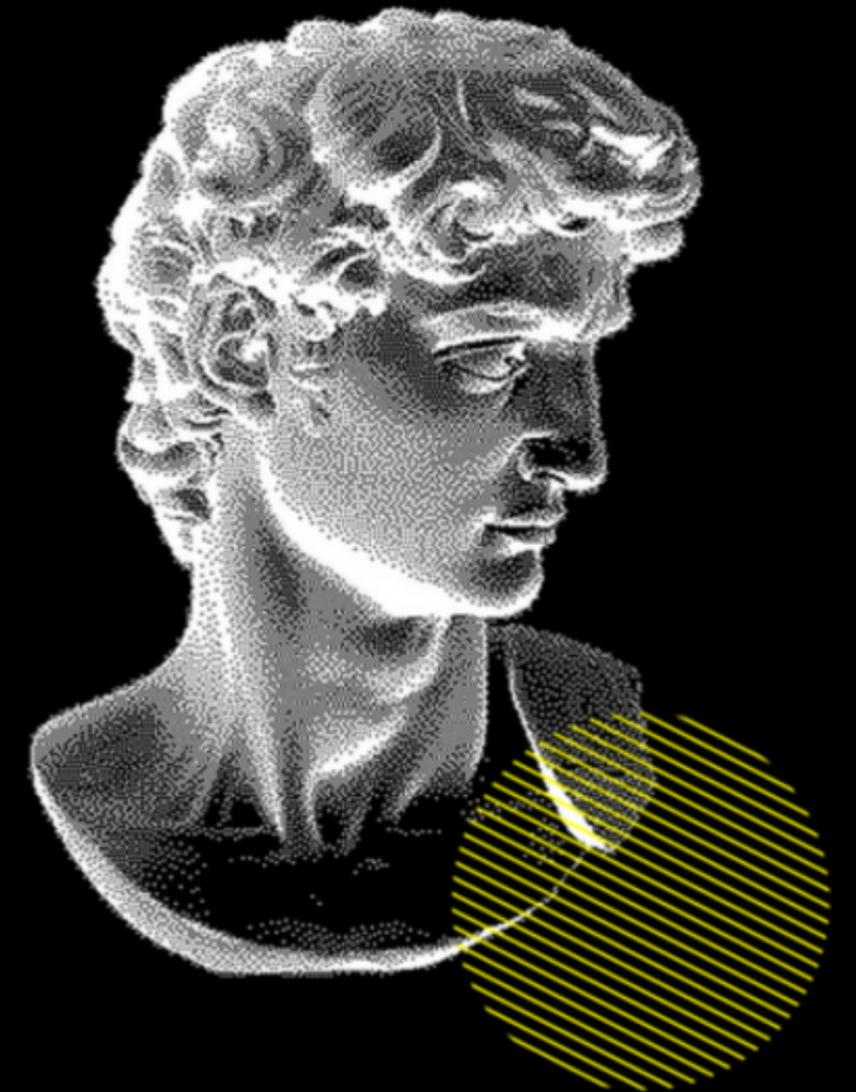
February 2024 is LYD Heart Month

- Australia is third in the world in the number of excess mortalities per capita since 2019
- Many of these are related to heart conditions
- Michael Jeffriess experience shows us we must all be vigilant no matter what age



What is Australia's Accounting Firm of the Year Implementing in FY2024

NAKEDTM
ACCOUNTING



One thing is certain..... we have an interesting financial landscape we are dealing with

2024 action steps – MJ's coaching of the Naked Team

1. Client & Product (Services) Focus

- a. Prioritise client relationships
- b. Risk review of your client book – EO client risk checklist. Do not bury your head in the sand.
- c. Asset protection – clients and yourself
- d. Estate planning – clients and yourself
- e. Succession planning – clients and yourself. It needs to start now. What is your exit plan?
- f. Kick off from now your calendar leading into EOFY. If you don't have a calendar build one out. We use Change GPS. I will be hitting their National Roadshow in February. Reach out and book a one-on-one meeting with me.

2. Your business

- a. Education and Training – for your team. Specialist training – SAPEPAA + LYTG.
- b. Outsource strategically
- c. Review your app stack
- d. Review your goals and put actions in place. Review your team. Set new team and individual KPI's. Create an action plan. Marketing. Review what you are doing. Create content calendars. Ramp up your activity. Be different.

Outsource strategically

- **We Love Group Services – Outsource & focus on the value add**

- * Eventum Optimum – Client Risk Checklists. Engaging for client meetings where applicable

- * We Love Marketing – marketing solutions. Website. Socials. EDM's

- * We Love Bookkeeping – all bookkeeping outsourced to specialist team

- * We Love SMSF – we engage and then outsource to WLS

- * We Love Valuations – part of our client packages for Tier 1, add-on for other clients. Part of the DNA of our client journeys.

- * We Love Loans – outsource your client lending requirements. Backed by a team of 150 and 11 offices.

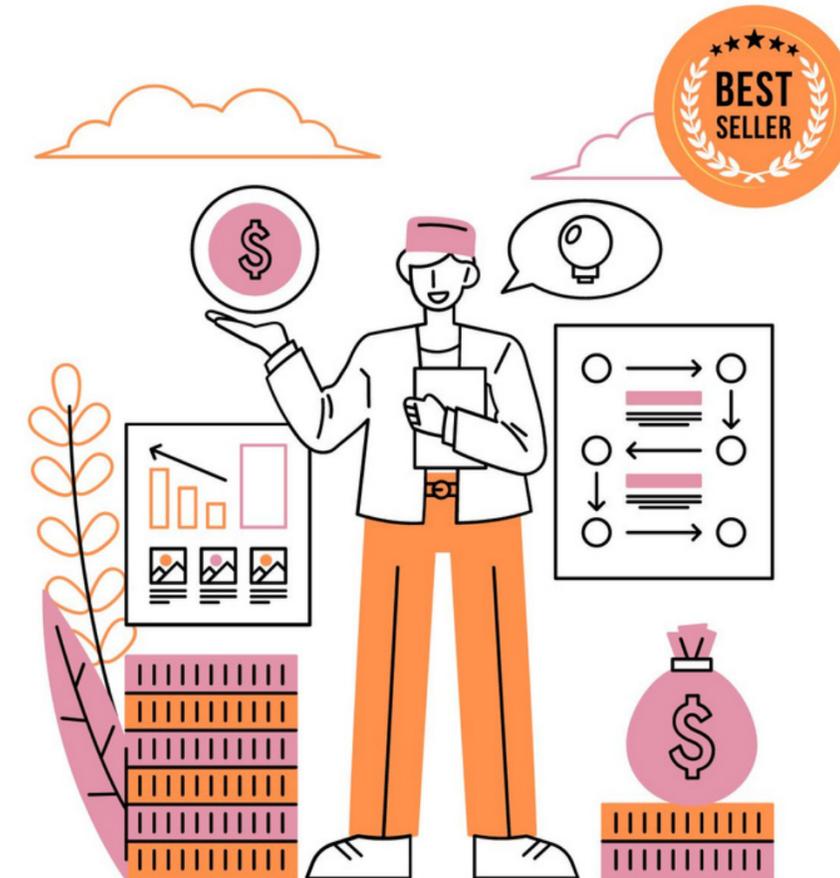
- **Abbott & Mourly - Outsource to their legal back office**



**Coming in
March 2024 -
New Family
Wealth
Protection Book
to hit the scene**

**The Guide to
FAMILY WEALTH
PROTECTION**

Protecting Family Wealth for your
Bloodline for Generations to Come



Grant Abbott

Some big strategies this year

- Successor Director still!
- The Perfect Business Client set up
- Change in tax rates with abolition of 37% bracket means we must:
 - put in place super contributions suspense accounts
 - Go into excess this year to slide into 2025 - permanent and deferred tax differentials
- Take full advantage of being a Strategist



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▶▶▶▶▶ CPD For Your Whole Team

Accountants & Financial Planners



Upcoming Courses



**COMPREHENSIVE
FAMILY WEALTH
PROTECTION**

#1



**SAPEPA
ACCREDITATION**

#1



**SAPEPA
ACCREDITATION**



**INVESTMENT
STRATEGIES**

Let's Chat!

Why Strategists are different

- Legal Support equal to \$2,500 worth of legal fees
- LYDocs has grown so much that we are offering ALL our Strategists a walk through the platform - including Resource centres, legal support and advanced strategy documentation with our legal team - who deal with the site everyday
- Strategists are the only people who have access to our advanced strategies where strong, sustainable growth is being realised

