

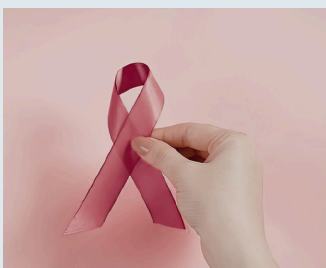
This October edition explores cash flow management, unexpected tax bills, business growth and scalability, customer experience, business saleability, and the role of AI in accounting. We also highlight ways to reduce business risks, understand financial performance, stay on top of important tax deadlines, and keep up with key awareness initiatives to help Australian businesses plan ahead with confidence.



What If Your Biggest Customer Disappeared Tomorrow?

Arfa Khawar

Losing a major customer can be a big challenge for any business. It can affect sales, cash flow, and the ability to pay expenses on time. From an accounting point of view, it is important to keep track of income, expenses, and outstanding payments. Businesses should not depend on only one customer. Having different customers and some savings can help manage unexpected situations and keep the business running smoothly.



Pinktober

Raises awareness about breast cancer, early detection and the importance of regular screenings.

ADHD Awareness Month

Promotes understanding of ADHD and supports individuals living with the condition.

Mental Health Month

Encourages mental health awareness, open conversations and access to support.

Could Your Business Survive Without You in 90 Days?

Soha Tahir

Imagine taking 90 days away from your business. No daily approvals, client calls or urgent problems. Would everything continue smoothly, or would work start piling up?

This simple question can reveal how prepared your business is for the unexpected. If only you know how things work, even a short absence can create confusion, delay decisions and put client relationships at risk.

Start by documenting key processes, assigning clear responsibilities, training your team and tracking deadlines. Then gradually step back and observe where your input is still needed.

A business that can operate without you is not a business that needs you less. It is a business built to last.



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Your Biggest Business Risk Might Be You

Soha Tahir

As a business owner, you spend years building your business, making decisions, managing clients and solving problems. But have you ever considered whether your business depends too much on you?

When every important decision, client relationship or approval has to go through one person, growth can become difficult. Work slows down when that person is unavailable, employees hesitate to make decisions, and clients may become too dependent on the owner. This is often called key-person risk. Reducing this risk does not mean stepping away from your business.



It means building a business that can function without your constant involvement. Document important processes, delegate responsibilities, train your team and make sure key information is accessible to the right people.

A strong business is not one where the owner solves every problem. It is one where the team knows what to do, even when the owner is not there.

The real question is not how much your business needs you today, but how well you are preparing it to grow without you.

Your Business Looks Profitable, So Where Did the Cash Go?

Abeera Khan

A business can appear profitable on paper while struggling to maintain sufficient cash in the bank. This is because profit and cash flow are not the same. Outstanding customer invoices, loan repayments, tax liabilities, and large purchases can all affect available cash. For Australian business owners, staying on top of cash flow is essential for meeting everyday expenses and financial obligations. Regularly reviewing bank balances, accounts receivable, upcoming payments, and GST liabilities can help identify potential shortfalls early. Understanding where your cash goes is just as important as knowing how much profit your business makes.

Closing the Customer Experience Gap in Accounting

Arfa Khawar

The customer experience gap is the difference between what customers expect and what a business actually provides. In accounting, this can happen when clients receive late responses, unclear invoices, or delays in tax returns and BAS lodgements. Good communication and timely work can make a big difference. When clients understand their accounts and receive the support they need, they are more likely to trust the firm and continue working with it in the future.

Registered agent lodgment program due dates for October 2026.

21 Oct

- September BAS – lodge & pay
- Q1 PAYG instalment – lodge & pay

28 Oct

- Q1 activity statement (paper) – lodge & pay
- Q1 instalment notice – pay
- Trust TFN withholding statement – lodge & pay

31 Oct

- Add new clients to lodgment program
- Outstanding tax returns – lodge
- SMSF annual returns – lodge & pay
- Annual PAYG/AIR/DASP reports – lodge
- Lost members & TFN reports – lodge
- NFP self-review return – lodge

The Tax Bill You Didn't See Coming

Bisma Nadeem

Some clients are surprised by a large tax bill at lodgement due to side income, capital gains, bonuses, investment income, increased business profits or director/shareholder loans.

The good news is that planning can help. A review before 30 June can help estimate your tax liability, adjust PAYG instalments and set funds aside, reducing the risk of an unexpected tax bill.



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Good tax planning isn't about paying less tax. It's about knowing what you owe and planning for it.



What Your Numbers Are Really Telling You

Abeera Khan

Your financial reports tell a story about your business, but understanding that story requires looking beyond the final profit figure. Your profit and loss statement reveals income and expenses, while your balance sheet provides insight into assets, liabilities, and overall financial position. Cash flow reports help explain how money moves in and out of the business. For Australian business owners, regularly reviewing these figures can highlight rising costs, declining margins, and potential cash flow issues. Comparing results across periods and monitoring key financial indicators can support better decisions. Your numbers are more than records of the past; they are tools for planning a stronger financial future.



Why Some Businesses Are Easier to Sell Than Others

Wishma Khan

A business's saleability depends on more than its profitability. Potential buyers assess the quality of financial reporting, consistency of earnings, cash flow stability, customer concentration, and the strength of internal controls. Businesses with accurate financial statements, documented processes, manageable liabilities, and predictable revenue streams are generally more attractive to buyers. Maintaining transparent financial records and reducing operational dependencies can strengthen a business's valuation and improve its readiness for a successful sale.

Business Growth & Expansion

Bisma Nadeem

Artificial intelligence is changing how accounting works. Tasks like data entry, invoice coding and bank reconciliations are now being done in seconds, and that means fewer errors and faster reporting for your business. But AI does not replace your accountant. It handles the repetitive work so we can spend more time on what matters: tax planning, cash flow advice and helping you make better business decisions. AI can read an invoice, but it cannot understand your goals, your risks or your plans for growth.

What this means for you: faster turnaround, more accurate records and more time with your accountant on strategy rather than paperwork. To get the most from these tools, keep your records up to date and send your supplier invoices regularly.

Contact us
today for
assistance
and support
at:



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