

Through the efforts of Consumer Advocates responsible for the *Propertileaks* and *safeSMSFstrategy* websites and who have published their respective e-Documents, Accountants can now provide their clients with additional valuable information and advice. Both *e-Documents* can help accountancy practices expand client services, and increase profit and clientele numbers through referrals.

1. Sale of Businesses

Every owner of a small, medium or large business relies on an Accountant to prepare annual returns for lodgement with the ATO. Such information is also vital to prospective buyers of the business.

Anyone looking to buy a business needs to know how a particular business has performed for several years before deciding whether or not that business is worth buying, and if so, to determine a fair price before making an offer. The accountants of prospective buyers of businesses should be allowed to examine the vendor's business records, and also examine tax returns relating to the business. Only If everything is to the satisfaction of a prospective buyer and her / his accountant, should an offer for the business be made.

Vendors do not need to engage a Business Broker to handle the sale of a Business because Brokers 'negotiate' a compromised sale price (*i.e., they UNDERSELL it*), then charge a commission amounting to 10%, or 12% of the sale price (equivalent of a **HIGH WEALTH LEVY / WEALTH TAX** on the value of the business). As explained in the *BHO* Document, a vendor simply needs to rely on her / his Accountant to set out the annual income, outgoings, and tax records of the business, and invite interested buyers to submit their offers in writing. For her / his service in overseeing the sale, the accountant's fee will **not** amount to a percentage of the business' sale price, but will be based on the usual hourly charge for the accounting service. Such an approach avoids payment to a Business Broker of a commission amounting to tens of thousands of dollars plus a 10% GST surcharge.

2. Sale of Property

Accountants who familiarise themselves with the *Buyer's Highest Offer* sale system will be serving their clients well by advising them of the advantages of the *BHO* system over the way the real estate industry **undersells property then 'twists the knife further' / 'hits them with a double whammy'** by charging vendors very high sale commissions calculated as percentages of property sale prices (*indirect property wealth taxes*).

3. Assisting with Management of SMSFs

As advised by superannuation expert Monica Rule, accountants must not mislead their clients by making claims regarding SMSFs that are untrue, *e.g.,* in an attempt to convince clients to abandon their industry superannuation Fund in favour of a SMSF - for which the accountant can earn annual fees for preparing the Annual SMSF return for the ATO. However, for clients who want to truly manage their SMSF themselves, *i.e.,* by making their own decisions as to how much they want to hold in Bank Term Deposits, how much in Property, and how much in shares (and in which particular shares), they can engage their accountant to prepare the annual return and to charge his / her normal hourly fee for this service - NOT several \$1000s that Financial Advisers may charge. In this way, SMSF Members / Trustees can, just like the authors of the *safeSMSFstrategy* electronic Document, achieve the 'best of all worlds' with their superannuation investments.

Extract from the FREE DOWNLOAD for Property Lawyers and Class Action Lawyers, adapted for Accountancy Practices:

Support for our Health Advocacy colleagues: Referral of health consumers to an informative and sensitive article on breast cancer, and the flagging potential class actions by persons affected by **FLUOROSIS** and / or **Periodontal Disease** caused by using unsafe oral 'care' products purchased from supermarkets and pharmacies.

As Consumer Advocates for tax-effective and wealth-building sale of property and businesses, we recommend all professional and support staff of Accountancy Firms take special note of an **ADDENDUM** on Health to the **safeSMSFstrategy** electronic Document. This 11 page section written by an expert in pathology and disease prevention covers previously unpublished health consumer information on benign and malignant growths ("cancers"), **including breast cancer in females**. An account of breast cancer affecting the wife of a celebrity is used as an example to discuss whether or not parents should inform young children about their mother's illness; this is a most revealing, sensitive, caring and valuable counterview article, one that should be taken note by all parents who might find themselves in a similar situation.

As to information and advice on oral and dental health covered in the website www.dentalcaresystems.com.au , there are disturbing revelations for all who access the Menu Items and download the **5 Fact Files**. Few if any health consumers who buy major brand oral care products will have imagined that supermarkets and pharmacies sell oral 'care' products that can endanger the health of adults and children, **yet warnings are missing from packaging**. As reported in one of the Reviews of the **safesmsfstrategy** e-Document by a semi-retired pharmacist:

*"..... On top of all this valuable information (for \$25), you get bonus information on health which is priceless because it includes early signs of life-threatening conditions, plus information on health care products that instead of protecting health, have potential for harm, but adequate warnings are not included on packaging. I am withdrawing these 'care' products from my pharmacy shelves and shall advise family members, friends and employees to stop using these products for themselves and their children. Justification for including health information in their Document is summed up by the authors: **Wealth cannot be enjoyed without good health**. It's the most sensible, informative and helpful financial publication I've ever read, over 200 pages of valuable information, a tribute to consumer advocacy taking on big business and even the Commissioner of Taxation and winning for the benefit of 'the little guy' and 'mum & dad investors'.*

We raise and foreshadow class action scenarios because several of our relatives, colleagues and friends who have used the products referred to above have developed the very noticeable aesthetic defect **FLUOROSIS** of their permanent teeth through use of toothpaste containing high levels of **fluoride**. Additionally, it is likely the breakdown of tooth supporting structures (**chronic periodontal disease and related tooth loss**) in many instances can be linked to use of oral 'care' products recommended by dentists and dental hygienists and sold by supermarkets and pharmacies. The mind boggles at potential class actions by tens of millions of health consumers against global manufacturing companies, including the 'trusted brands', their retailers, and health professionals who have recommended or distributed samples of the damaging products to their patients.