



NAYLOR LAWRENCE & ASSOCIATES
CHARTERED ACCOUNTANTS ■ BUSINESS ADVISORS

The Bulletin

March 2010

NLA is pleased to announce we have acquired the Manawatu franchise of Triplejump.

tr!plejump

As life happens We'll be there

Who is Triplejump?

Human Capital Risk – A Serious risk for business owners:

- 60% of privately owned businesses are dependent on the owners for survival
- 25% of those businesses would be insolvent within 3 months following the loss of a key person
- Only 30% have an adequate strategy in place to manage this risk

Triplejump is New Zealand's first privately owned unaligned Franchise network of wealth protection Advisers specialising in Human Capital Risk for private enterprise. Launched in 2007 by CEO Cecilia Farrow off the back of extensive analysis and business planning, Triplejump currently has 19 Franchises across New Zealand from the top of North Island to the bottom of the South Island.

Cecilia Farrow aspired to create a company that provided consumers with a truly professional service that focused on the outcomes of the client through in depth analysis and the formulation of solutions tailored to the clients needs regarding financial risk in their business and personal lives.

The Triplejump advice process has been developed to ensure it is compliant with international standards, exceeds Best Practice but most importantly provides comprehensive assessment and analysis of the client's potential risk related to premature death and disablement and provides clear articulate solutions. The two key areas of advice are Personal Risk Management and Business Risk Management. Triplejump therefore looks forward to the beginning of a new future in wealth protection for entrepreneurs in Manawatu.



Some exciting changes....

We have many exciting new changes happening this year at NLA and this bulletin will let you know about a number of the things that are happening that will improve the services that we offer you.

If you have any questions about anything that you have read and found of interest or would like to know more, please feel free to give us a call on (06) 3570640 or email info@nla.net.nz



More exciting changes at NLA

Model of client care

As part of our focus at Naylor Lawrence and Associates, to provide you, with an exceptional level of client care, we have recently re-organised ourselves to ensure that we continue to have the right people attending to the various components of work we undertake for you. Effectively we have set up client care teams to continue to provide specialist input to your work and to ensure each job's needs are well met. Under the guidance of our Partners, each team will attend to the administration and coordination, accounting and specialist advice areas needed to complete each piece of work. We feel this change is critical to ensuring you receive the best possible service and advice that we can offer and allows each of the team members to add value to the outcome of the job from each of their specialist areas. Sharon Murrell has recently joined NLA as our CSA (Client Service Administrator) to assist with the admin and coordination of accounting work and to assist and support you wherever possible, and ensure your financial records are complete prior to work being started on them. We warmly welcome Sharon to the team.

Job Scheduling and Questionnaires

In order to provide better client service, and particularly a quicker turnaround on each assignment, this year we are introducing a more structured scheduling system. When scheduling work throughout the year we are taking into account when you have previously submitted your records to us together with your particular set of financial circumstances. Accordingly, we will communicate with you regarding this - for some clients there may be no change from previous years whilst for others, rescheduling your assignment to ensure a quicker turnaround time may be more beneficial.

We will be sending out end of year questionnaires at your balance date so you can begin the process of gathering all required information. Questionnaires will be in the form of either an online questionnaire (a much improved, user friendly version), if you have email, or a paper based version sent via post. You will then be contacted by Sharon, our Client Service Administrator, 4 to 6 weeks prior to the scheduled start of the preparation of your accounts.

Sharon will be able to help you with your online questionnaire if you have any queries. She will also set up a meeting with one of our staff members for you to discuss the particulars of your assignment and to ensure the records are complete before commencing – ensuring a more streamlined process.

Coming soon to Centrepoint Theatre



RWT on Interest from 1 April 2010

| Income threshold | RWT rate |
|----------------------|-------------|
| \$0-\$14,000 | 12.5% |
| \$14,001 - \$48,000 | 21% |
| \$48,001 - \$70,000 | 33% |
| \$70,001 and over | 38% |
| Company rate | 30%* or 33% |
| No-notification rate | 38% |

From 1 April 2010, individuals who receive interest and are currently on the 19.5% rate will be shifted up to a new rate of 21%.

RWT rate of 12.5% available only to individuals who:

Provide their IRD number to their bank; and have a reasonable expectation that their income for the income year will be below \$14,001. This could apply to many school children who do not work, but have saving accounts

*New company rate of 30%

Can elect to apply this rate from 1 April 2010
Rate compulsory from 1 April 2011

PIE Changes

New prescribed investor rates (PIR) will apply for income years commencing on or after 1 April 2010.

For more info visit:- www.ird.govt.nz/news-updates/like-to-know-changes-tax-rates.html or call us on 3570 640.

NLA

are proud sponsors and supporters of the



The information contained in the Bulletin is of a general nature and should be used as a guide only. It is recommended to clients that before acting upon this information they consult a Senior Representative of Naylor Lawrence and Associates Limited.

Changes in Particulars

Please remember to let us know of any changes in:

- * Physical address
- * E-mail address
- * Phone and/or fax numbers
- * Shareholdings
- * Directorships
- * Trustees

Or anything else that may be relevant.

NAYLOR LAWRENCE & ASSOCIATES LIMITED

4th Floor, Guardian Trust House, Cnr Main Street & The Square, Palmerston North 4410
Box 648, Palmerston North 4440, New Zealand

t 06 357 0640 f 06 358 9105 e info@nla.net.nz www.nla.net.nz