




**The  
business  
that matters  
to your business.**

**smart**  
BUSINESS SOLUTIONS  
Accounting & Taxation Advisors



# The tradies accountant that really understands the trades.

SMART Business Solutions act as accountants and financial planners for tradies on the Mornington Peninsula. As specialist advisors, our team has the technical expertise and practical experience in the construction industry. We appreciate the unique nature of the trades including the importance of quoting, job costing, scheduling, cash flow, progress payments, retention and variations in addition to the usual business reporting requirements.

Known on the Mornington Peninsula as 'The Accountant That Builds,' SMART Director, Shannon Smit, is no stranger to the build and construction process.

Coming from a long family line of tradies and builders, construction is in the blood. Having developed her own commercial and residential properties, she understands exactly what the trade & services industry needs to build better business.

Shannon leads the SMART team on the intricacies of the building game, ensuring you're well equipped to grow your business, manage your tax obligations and maintain cash flow.

**We believe in two simple realities;  
deliver exceptional value, on time.**



# How we'll help.

You're busy doing your busy work. So we'll show you how to handle all the essentials to running a profitable business and support you with any of the components that you simply don't have time for;

- Reduced paperwork and administration time
- How to accurately quote, organise, invoice and receive payment whilst on the road
- Simplify BAS, reporting & payroll
- Support and training for cloud accounting software including Xero, Hubdoc, WorkFlow Max, ServiceM8, BuildXact and more.

**SMART offer an end-to-end service including supporting you with;**

- Accounting and tax advisory
- Financial planning
- Asset protection
- Mortgage broking & equipment finance
- Business and personal insurance.

With such a large portion of the Mornington Peninsula business community being built up by builders, tradies and trades services, the entire SMART team are regularly trained on legislative updates and changes to support our construction and trades clients.



# Meet your experts.

## **Shannon Smit**

**B.Bus Acc Chartered Accountant  
Registered Tax Agent  
Financial Advisor**

SMART Business Solutions Director Shannon Smit, Chartered Accountant and qualified Financial Advisor, thrives on technical developments that enable tax planning opportunities for construction, trades and services.

Shannon's career has spanned global firms in New York, Prague, Amsterdam and Melbourne, before she settled back to the Peninsula and set up SMART Business Solutions in 2007.

Shannon is an active and trusted panel member of the Australian Board of Tax Advisory. The last review she was involved in resulted in the Instant Asset Write Off (from \$20,000 to \$30,000), a simpler BAS, and an increase in the threshold of a small business to \$10 million.

In addition, as President of the Committee for Mornington Peninsula, Shannon is a proactive and passionate advocate for the local business community.

As the leader to a group of accountants equally dedicated to their profession, Shannon ensures that the entire SMART Business Solutions team regularly participates in industry training to ensure they are always up to date with current trends and are knowledgeable of all latest accounting and tax legislation for the construction, trades and services industries.



## Paul Cunningham

Associate

B.Bus Acc Chartered Accountant

Paul offers unique and practical tax and business advisory that's direct and ensures your trades business can get on with the job.

Skilled at cash flow management and tax planning, Paul offers advice to ensure trades businesses can stay on top of their obligations and stress less about running a business.



## Daniel McCulloch

Associate

B.Bus Acc Chartered Accountant

An experienced accountant and advisor, Daniel will help you manage every aspect of your trade business. His detail-oriented approach ensures you receive the best tax and business advisory that's current and ensures your trade business is fully supported.



**“It’s only since working with Shannon and the team that we’ve experienced real growth and structure.”**

~ Jon Robbins / GuyRobb Electrics

Scan QR code to read GuyRobb's business growth story.



# What people say.

“ Shannon and her team have been such a positive partnership for our growing business. Shannon’s energy and enthusiasm has ensured that we are always setting goals, sticking to those goals and ensuring that we reach them. It has allowed us to ensure that we spend time not only working within our business, but on our business on the important parts that are sometimes forgotten when running your own business.

~ **Tammy Aitkin, Director - Feature Pools** ”

“ A very special thanks to Shannon, Erin, Paul and Nicole. I have complete confidence in our businesses future. They have full detailed reports to see how our building business is heading and where we can improve. I wish I had changed accountants and bookkeepers sooner, as my previous ones were not as quick and didn’t communicate as easily as the team at SMART Business Solutions.

~ **Sam Aucardi, Director - Buildsmart Group** ”

“ Shannon and the team at SMART Business Solutions are the best in the business! Their advice and support has been invaluable in helping us to grow our business and streamline our accounting systems. The team genuinely care about their clients and want to see them succeed. SMART Financial Planning has been great. Having the link between our business accounting and personal financial plans has been extremely useful.

~ **Tracey Setter, Director - Sparx Power & Data** ”



# We're here for the long run and we'd like to develop a genuine partnership with you.



The SMART Business Solutions team continues to receive awards in recognition of our technical expertise and contribution to the industry.

We believe the whole team is greater than the individuals alone. We are an enthusiastic and motivated bunch who work together providing outstanding client service.

We are different.

Ask us how our difference will work for you.

xero

XERO AWARDS  
SOUTH 2016

## VIC ACCOUNTING PARTNER OF THE YEAR 2016

# smart

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