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Newsletter

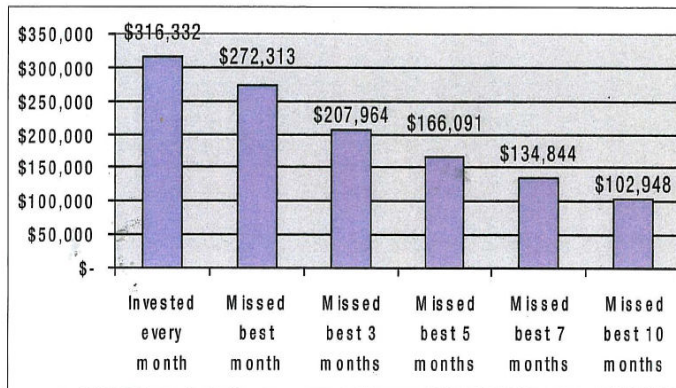
# Ride the Wave



Australian investors over the last month have experienced a wild ride on the stock market. But you need to ride the wave!

Look at the table below, it shows the effect on \$100,000 invested in the share market with months missed by not riding the wave. In these days you need to be alert not alarmed. It is tempting for many of us to look at current volatility in the stock markets and decide to cash in and wait to enter again.

Chart 1: Effect of missing best month(s) – Australian equities



Source: Bloomberg, Russell, ASX All Ords Accum Index in AUD 29/2/80 to 31/7/07

What research has shown is that this type of activity is closer to speculating rather than investing and will dampen long term gains. Investors should look to stay invested in markets over the long term and refrain from trying to time the market. It is very easy and tempting to do away with patience and chase the "hot" investment.

Sure you need to seek professional advice for your situation, but keep in mind 'should I be riding the wave'?

## Staff Profile Nick Woolford

Nick is our Assistant Practice Manger and has been with tassgroup for thirteen months after moving to Mildura from Adelaide.

Nick's main responsibilities include processing accounts receivable, processing of tax refunds, maintenance of office equipment, client liaison and general office administration duties.

Tassgroup would like to congratulate Nick on his recent sporting achievement of selection into the 'SFL team of the year' and 'best defender' award.



**Likes:**

- Golf on Saturdays
- Weekends in Adelaide
- Blitzing my backyard

**Dislikes:**

- Sunday morning trainings (football)
- Predictable humour
- Adelaide Crows losing

**Goals:**

Save enough to travel. Win the flag (football) with Mildura. Shoot in the 70's again (golf).

### News & Events

#### Supporting Local Youth

Congratulations to the Tassgroup Rising Star Winner for the 2007 football season:

*Tim Roberts*

(From Irymple football club) Tim was presented with a Trophy, medal and \$500 cash courtesy of tassgroup, proud sponsors of the Rising Star for 7 years running.



### Welcome on board

Tassgroup would like to welcome on board two new team members:

**Megan Cook**

(Business Solutions division)

**Simone Landells**

(Reception)

### QUOTE OF THE MONTH!

"Ability is what you're capable of doing.

Motivation determines what you do.

Attitude determines how well you do it."

- Lou Holtz

Newsletter

**Secrets to a Successful Business**

This month we ask tassgroup clients Henry Higgins Operations Manager & Michael Matthews Manufacturing Manager of **Leda Farm Equipment** their secrets to a successful business.



**Leda Farm Equipment** has grown from a small two person operation to now employing over 15 people in just over two years. They have recently opened a new store, **Leda Farm Equipment and Bearings**, on 7th Street Mildura (opposite Sportz-print) for all your equipment and bearing needs.

**What are your secrets to business success and longevity?**

Work hard and find out customer needs and wants. Move with the times and technology or you will be left behind.

**If you were to start your business today, what would you do differently?**

Improve paperwork and accounting skills, then I wouldn't need tassgroup so much.

**What is the best business advice you have been given?**

- Two pieces of advice that ring true:
1. Forget about what other people are doing and do what you do the best you possible can and customers will find you.
  2. They can never take your birthday off you.

**What I love most about running a business?**

Freedom to explore new things and seeing what our business can achieve on a local, national and hopefully global scale.

**What 3 things do you believe you have to get right in business?**

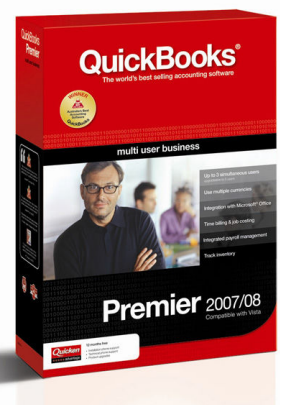
1. Customer needs;
2. Quality;
3. Using the right business partners to further your business.

**Improve the efficiency of your business with Quickbooks**

Quickbooks software helps you to manage your business more effectively so that you spend less time and money on bookkeeping and paperwork.

There are a range of different software programs depending on your business size, type and needs. Quickbooks can be used for accounts, payroll, invoicing, statements, estimates, purchase orders, sales orders, sales receipts, adjustment notes, reports and much more.

The usability and flexibility of these programs is fantastic making it easier to look after all your business accounting needs.



Quickbooks software can be purchased through tassgroup and we also provide installation of the software free. Software prices vary depending on the package. For a price list or further details contact: **kate@tass.com.au**

**Did you Know?**

Almost 690,000 Australians are now members of a **self-managed superannuation fund**, on average, each fund holds around \$800,000.

Source: Australian Taxation Office (ATO)



**We can help you through the Superannuation maze!**



Seek professional advice  
 → Contact us now  
[johnk@tass.com.au](mailto:johnk@tass.com.au)