

# DAA Bulletin

## Quote

“If you can't fly then run, if you can't run then walk, if you can't walk then crawl, but whatever you do you have to keep moving forward.”

- Martin Luther King



DODD AND ASSOCIATES LTD

CHARTERED ACCOUNTANTS

## Thank You

Thank you to those of you who attended our Christmas party on the 21<sup>st</sup> of December.

It was fantastic to see all of you and we hope you enjoyed yourself.

We look forward to this becoming an annual event and seeing more of you come along this year.

We trust you all had a very enjoyable festive season and we wish you all the best for 2012!

## DAA Online Seminar

### - Family Trust

If you have a trust you will surely have noticed the "trust bashing" focus in the popular media of recent times. A common theme from the media commentators is that trusts are misused or abused or cause (social?) injustices. This is leading increasingly to trusts being challenged in the courts for one reason or another. The common theme of trust failure is because the trustees have either misunderstood or mismanaged the trust or their responsibilities to the trust.

With this in mind we are pleased to announce that we will be holding an online seminar on "Understanding and Managing Your Trust" so that you can ensure that your trust will not fail when it is needed most. Depending on the feedback and questions we receive following this we may look at holding more in depth seminars on specific concerns you have at a later date.

By doing this seminar online you will be able to attend from the comfort of your home or office simply by clicking on a link in an e-mail invitation we will send to registered viewers. The seminar will go for approximately 45 minutes. Attendance will be at no charge for existing clients.

We are looking at holding this seminar on the night of Wednesday 1<sup>st</sup> February at 7.30pm. If you are interested in joining this seminar please register with Kate ([katem@dodd.co.nz](mailto:katem@dodd.co.nz)) as soon as possible. Please also pass this invitation on if you know of someone other than yourself that may benefit from viewing our seminar.

## ACC / Insurance Policies

It has come to our attention that a number of people may not have the protection they need from ACC and other insurance policies such as life insurance, income protection etc. As a result should something happen these people may be left vulnerable financially. This is an extremely serious situation and could mean that people lose everything they have worked for.

Let's look at a real life situation – James is a builder who has moved to Christchurch to assist with the rebuild. Last year he made a profit of \$17,000 and expects to earn \$45,000 this year. He has life insurance of \$500,000 and ACC Cover Plus. James is suddenly diagnosed with a serious illness and is off work for 21 weeks. As it was not terminal nor an accident he receives no compensation whilst off work. If you were in this situation could you afford to live on no income?

There are a number of insurance options which provide cover for differing scenarios and the cost may be less than you think. With events happening throughout the world it is more important than ever to be thinking about your income and ACC protection. We strongly recommend that you sit down with us to discuss what policies you have and we can do an analysis as to their effectiveness. Can you afford to be vulnerable and put everything you work for on the line? We think not so see us now!

## The World's Biggest Trade Show?

We are referring to the Canton Fair or China Import and Export Fair to give it its full name. Neville certainly thinks it's the biggest having been to many trade shows around the world over his working career and three times to the Canton Fair. It is held biannually in Guangzhou every spring and autumn. In 2010 we invited clients to join a group led by Neville to the April session. For a number of reasons that did not gel but the feedback and interest from the report in the last issue of this newsletter of Neville's most recent trip to China has prompted enquiries on whether we might do it again. We are looking to gauge interest from you on whether you would be interested in joining a client group to the Canton Fair in either April or October of this year. To whet your appetite here are some statistics from last October's session:

For the 110th Session of this China Import and Export Fair  
Phase 1: October 15-19, 2011  
Phase 2: October 23-27, 2011  
Phase 3: October 31-November 4, 2011  
Duration: 5 days each phase  
Venue: China Import and Export Fair Complex  
Exhibition Space: 1,160,000 M<sup>2</sup>  
Number of Booths: 58,714 standard booths  
Number of Overseas Buyers: 209,175  
Business Turnover (National Pavilion): 37,900 Million USD  
Number of Exhibitors: 24,231 exhibitors

By the way 1,160,000 sq. m is 286 acres. If you are interested in the latest in new business opportunities there is no better place to start. Please email [info@dodd.co.nz](mailto:info@dodd.co.nz) if you might be interested in joining the group.

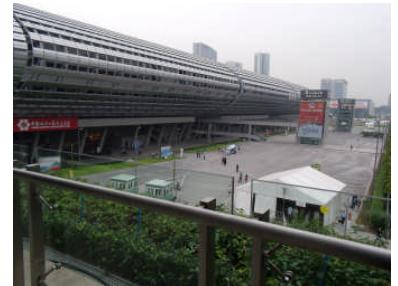
## New Earthquake Grant Available

Red Cross and Recover Canterbury have just received approval for a \$750 grant for financial advice to small businesses affected by the Canterbury earthquakes. This will be funded by an allocation from the \$70 million donations made to the Red Cross earthquake appeal.

It is available for any small business which has been negatively impacted by the earthquakes provided they have fewer than 10 employees. It can be used for professional legal and accounting advice relating to their business.

Please don't hesitate to call us if you think you could take advantage of financial and/or legal advice particularly as it might relate to some of the key recovery issues like staffing shortages increased operating costs insurance issues and funding issues.

### Some of Neville's Trade Show Snap Shots



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