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CLIENT NEWSLETTER

2 February 2009

NEW SERVICE

**Motor Vehicle & Equipment Finance
- Comparative Quotes / Finance Applications**

From February 2009, **we have the ability to provide our clients with comparative quotes for various types of motor vehicle and equipment finance** for a wide range of products.

Our motivation for expanding our service line into this space is to help keep banks and financiers honest. Hence, we encourage you to obtain a quote elsewhere and then contact us to get a comparative quote from our panel of lenders.

Unlike most equipment finance brokers, **we will not be charging any commission on the finance; rather our normal hourly charge rates** and a software charge (if finance is arranged through us) will apply.

Should our quote be more competitive (after factoring in an estimate of our costs and software charge), **we encourage you to go back to your financier to see if they can match our quote.** If they cannot, then we can manage the finance application on your behalf.

If you are contemplating buying a new motor vehicle, machine, equipment, etc for your business we recommend that you consult with us to help you structure the purchase tax effectively and to hopefully save you money should you wish to finance the purchase.

Please contact us on (07) 3233 6400 if you would like to discuss the different finance options available or for a comparative quote.

We provide this service through our membership of Finconnect Australia Pty Ltd. Finconnect is a wholly owned subsidiary of Count Financial Limited, which gives the opportunity for accounting professionals across Australia to assist their clients with financing broking services. Finconnect is not owned or operated by a bank, and as such are not tied to a particular product or financier.

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What is "OBM"? Open Book Management

The success of OBM is evident. Because OBM gets team members to feel, think and act like business owners, everybody is working towards improving the efficiency and effectiveness of the business – and therefore the financial results.

Liability limited by a scheme approved under Professional Standards Legislation.

This Newsletter, of necessity, has dealt with matters of a technical nature in general terms only. Clients should contact us for detailed information on any of the items in the Newsletter. No responsibility for loss occasioned to any person acting or refraining from acting in reliance upon any material in this Newsletter can be accepted by any member of the firm.