

YOUR GUIDE TO FINDING A GREAT ACCOUNTANT



Want To Love Your Business Again?

Hi, we're Andy and Angela Smith, co-founders of Lifestyle Tradie and Dr. DRiP Plumbing. We teach tradies in business, just like you, how to break the cycle of chaos — long hours, hiring and cash flow dramas, debt collection, and constant bickering.

When you started your trade business, it was a proud moment. You'd finally be in control. Best of all, it was your ticket to a **better lifestyle for you and your family**. More freedom. But now, the self-doubt has crept in. You had no idea how busy and lonely you'd be feeling at the same time.

How do we know this? We've been there, too.

When we started our own trade business, Dr. DRiP Plumbing in 2000, it went gangbusters. It quickly grew into a **multimillion-dollar business**. At the peak, we had a team of 17 tradies, with eight vehicles on the road. We were on top of the world, right?

Wrong. Our lives were in complete chaos.

Like flicking a switch, we went from making **\$50,000 a month to losing \$50,000 a month**. At our worst, we had \$188,000 outstanding. The dire situation was soul-destroying for both of us and it took a heavy toll on our marriage. Everything we'd worked hard for was hanging in the balance.

We had no systems. Andy kept everything in his head. BIG mistake. Before our eyes, the business was **spiralling out of control** — and we were financially, emotionally and physically spent. We had no idea how to fix it and nowhere to go to get help, which completely weighed us down.

After hitting rock bottom in business ourselves, we climbed out the hard way, learning our biggest lessons through expensive trial and error. Based on this experience, we've developed **Lifestyle Tradie's** award-winning trade business education hub and community.

Here's the thing. It's the best business people who are successful, not the best tradies. TAFE only taught you the rules and regulations. Your first boss only taught you how to swing a hammer.

You've never been taught how to become a business owner, until now.

You don't have to reinvent the wheel.

Lifestyle Tradie Membership is for you — plumbers, electricians, builders, landscapers, painters, glaziers, air conditioning technicians, and more — if you want to **reclaim that proud moment**, where anything is possible.

To your success,

Andy & Angela Smith

Andy & Ange Smith



THE ACCOUNTANT AUDIT™

1. (Who) Name/Company? _____
2. How long have you been using them? _____
3. Do they understand the trade industry? YES NO
(Not necessary but helps)
4. Are they passionate/love what they do? YES NO
5. Do they encourage cloud accounting? YES NO
6. Do they teach you how to read your reports? YES NO
7. Do they add value by pointing out trends you may not notice in your report (Last year vs. This year)? YES NO
8. How frequent do you see your accountant
 Never Monthly Quarterly Annually
9. How much do you pay? (Per visit or contracted?) _____
10. What do they do for/with you?
 - A. Tick what they **DO** for you
 - B. Circle what you **WANT** them to do for you

<input type="checkbox"/> Reconcile Daily Eftpos Payments	<input type="checkbox"/> Collect Mail
<input type="checkbox"/> Bookkeeping tasks	<input type="checkbox"/> Manage Vehicle Regos & Insurances
<input type="checkbox"/> BAS	<input type="checkbox"/> Debt Collection
<input type="checkbox"/> PAYG	<input type="checkbox"/> Liase Direct with CRM about Accounting issues
<input type="checkbox"/> Wages	<input type="checkbox"/> Raise Accounts Payable (you authorise payment)
<input type="checkbox"/> Phone meetings	<input type="checkbox"/> Forward Forecast
<input type="checkbox"/> Face to Face meetings	<input type="checkbox"/> Knowing your hourly rate to charge
<input type="checkbox"/> Profit and Loss Reports	<input type="checkbox"/> Personal wealth creation
<input type="checkbox"/> Balance Sheet	<input type="checkbox"/> Monitors timely tax payments
<input type="checkbox"/> Breakeven	<input type="checkbox"/> Connects CRM Systems to Accounting Package
<input type="checkbox"/> Gross Profit	
11. Do they discuss? (tick) PAST PRESENT FUTURE
12. Are they **GOOD** or **GREAT**? GOOD GREAT

The Accountant Questions

Hi <name>,

We would love to make an appointment to chat with you about the financial health of our business.

It has become clear to us that we do not review our financial position on a regular basis and feel this is required to ensure we are empowered to make decisions moving forward.

This is where we would love your help!

I have updated the accounts and you can gain access through this link <cloud account access if they do not already have it>.

In the meeting we would like your help with the following:

1. How to read our Profit & Loss statement.
2. In reviewing the P&L, are there trends throughout the year we need to be aware of ? (peaks and troughs of cashflow etc) Can you showt us...
3. How to read our Balance Sheet. What should we be looking for?
4. Is our current company structure right considering our long term plans?

What are the benefits of this arrangement.

In general, are we doing the best for our long term wealth creation and security?

(sole trader versus Pty Ltd etc. Drawing a salary capped by tax brackets versus no salary and pulling dividends. What about superannuation?)

5. In your opinion, how is our business going?
In comparison to other trade companies, how are we going?
6. What do we need to charge out to make money? To breakeven?
7. Can you assist with forward forecasting for the business?
For example, if I wanted to employ a new tradie at \$30 an hour,

can I afford it? What effects will this have on the business? (You personally will need to understand if you need to purchase a vehicle, complete vehicle branding, purchase racking system and stock) and if we were to talk about forward forecasting, is this an additional expense over and above our monthly arrangement?

(this question could be asked face to face)

8. In your opinion, what information (indicators) should I be looking at on a monthly, weekly and/or daily basis to help me understand the financial health of the business?

Do you have an easy spreadsheet that we can follow as a dashboard to monitor our progress?

Eg.

Total invoiced.

Total money owed (30, 60, 90 days) Total in bank?

How long would you suggest we need to meet for?

Are you available on <X date>, <X time>?

Really looking forward to understanding our business better with your help.

Feeling like we are in the dark and need to make a change!

Warm regards

<name>

Want to find out more tips and tricks on how to know if your accountant is GREAT? Or simply a DUD? Maybe you haven't even considered that YOU are the problem in this equation?

[Click here or scan the QR Code](#)



WHAT'S NEXT?

You're the one wearing the heavy load of responsibility - and suffering major stress.
Find out how we can help further...



LISTEN TO...



This podcast is about having conversations on topics that matter to tradies, tradie wives, and partners who want to be better at business. You'll hear expert tips, step-by-step trade business strategies, insights and the occasional rant!

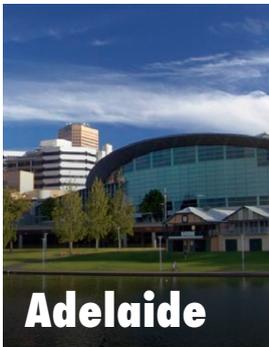
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