



# Management Rights

## Management Rights Business Lifecycle

As one of the oldest Accounting Firms on the Gold Coast, we have participated in the Management Rights industry from the early days and know the industry inside and out. We believe in being a strategic partner before you commence business to well after you sell and have tailored our services to match. From our involvement in the industry, we have identified 5 distinct phases of business – The Management Rights Lifecycle. Below are examples of the types of advice we are able to provide for the different phases of your business.

### Pre-purchase

Buying or starting a business is daunting and our aim is to ensure that you have as few challenges as possible. We do this by providing advice on such things as the entity to use, the most effective way to finance the purchase, the taxation implications of the purchase and other statutory regulations. We also help you to identify your goals and objectives in entering the business and make sure that the business is aligned with those goals.

### Purchase

Once you've entered into a contract to purchase the Management Rights, the financial information is required to be verified. Our job at this stage is to make sure that the financial information provided in the contract is accurate and you can rely on it. We also make sure that the entity you're using to purchase the business is properly registered with the various authorities.

### Operations

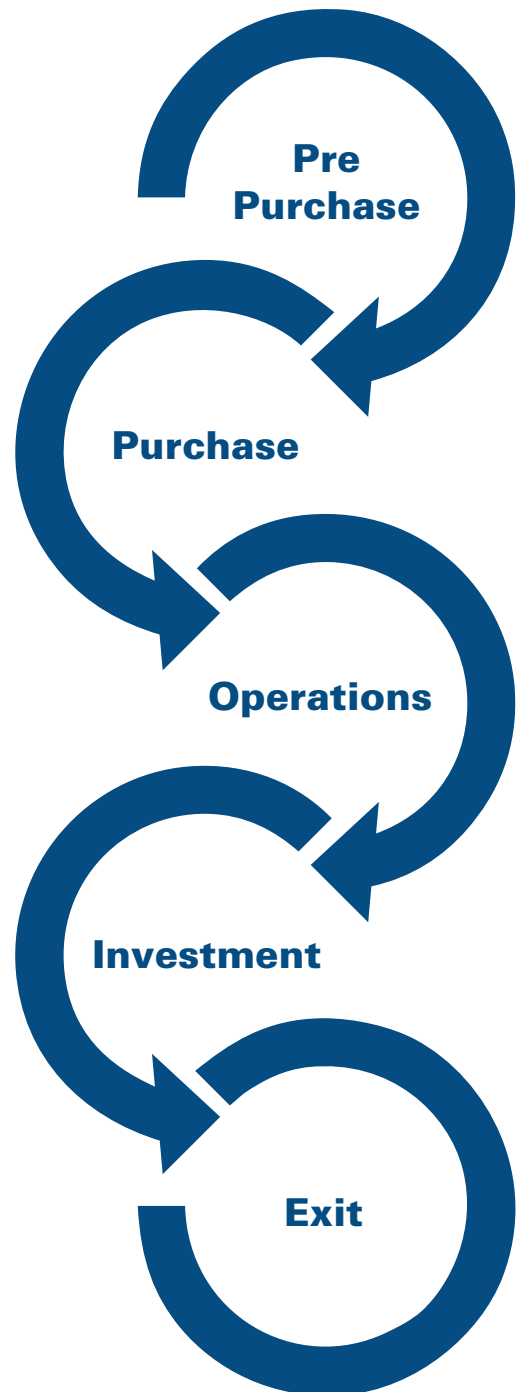
Our services are tailored to help you run your business efficiently and profitably. Some of the areas where we offer assistance are: Establishment of the accounting records for both the General and the Trust Account, GST (Goods & Services Tax), Income Tax and performance management for your business. The other major area we assist in is the audit of the Trust Account. We make sure that you meet all of your statutory responsibilities with the Trust Account so you'll have peace of mind.

### Investment

As your business makes profits, we're able to provide advice on where to invest them to make sure that you meet your financial goals.

### Exit

All good things must come to an end' and as you exit the business, we're still able to assist. At this stage our services cover collating the financial information in a format ready for sale, making sure that the sale is in the most tax effective manner and advice on where to invest the proceeds.





# HOSPITALITY & STRATA

ACCOUNTANTS | AUDITORS

## Our Services

### Service

At Hospitality & Strata we are committed to being a strategic partner in the development of your Management Rights business. Our service starts with a clear understanding of the management rights industry, the region you choose to operate in and your goals. You benefit from 30 years of experience and insight into what it takes to succeed in today's competitive, highly regulated and dynamic business environment.

Our people have the experience, resources and insight to be your single, priority source for innovative business solutions. With our advice, you'll accomplish more in less time, and have greater confidence in the quality and continuity of your decisions. We understand that you need more than just numbers to guide your business. That's why we're committed to delivering a higher level of expertise and insight to add value to the numbers, so you can achieve your financial goals.

### Our Specialists



David Jackson

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### Pre-purchase

- Strategic planning
- Goal setting
- Structuring of the purchase
- Attending to business registrations
  - for Australian Business Number, Income Tax etc.
- Taxation implications of the purchase
- Review funding arrangements

### Due Diligence

- Review financial information
- Verification of profit
- Analytical review

### Operations

- Accounting advice
- Audit of Trust Accounts
- Benchmark analysis
- Establishing accounting records
- Capital Gains Tax
- Goods & Services Tax (BAS)
- Income Tax
- Strategic planning

### Investment

- Planning for the Future
- Superannuation

### Exit

- Preparing financial information for sale
- Strategies for tax effective exits