

15<sup>th</sup> June 2006



Hi

## ***THE CLOCK HAS STOPPED***

We have always realised that clients fear that every time they talk to us the clock is ticking. Finally we have the solution for all our clients.

### ***VALUE REPLACES TIME***

As from 1 July we are tearing up timesheets and entering a Value Price Agreement with every client for every assignment.

You are invited to a launch of this new era at 2IC Management on Friday 30 June at 6.00pm. We believe it is very important for you to attend as on the night you will: -

- Learn how the system works and the benefits for you – like free phone calls and meetings.
- Join us in *Stopping the Clock*
- **Qualify for free holidays; and**
- Yes, we'll even buy you a New Years Eve drink

Enclosed are other details specific to your situation. **As an indication of how keen we are for you to attend we have enclosed a Free Holiday Booklet. Please bring this letter and the Holiday Booklet to receive your validation stamp and join us in our ceremonial Tearing of Timesheets.**

Regards

### **2IC TEAM**

**Where:** Adelaide Oval Function Centre, Bradman Room  
War Memorial Drive, North Adelaide

Entrance via Southern end of Adelaide Oval  
Car parking at Southern gates off Memorial Drive

**When:** Friday 30 June 2006

**Time:** 6.00pm to 7.30pm

**RSVP:** For catering purposes before Friday 23 June, 8239 0122 or  
celeste@2icmanagement.com.au



**- PTO for further details -**

**TAX INVOICE**

15<sup>th</sup> June 2006  
Invoice No :

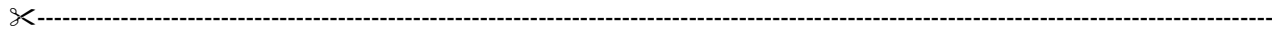
---

**SILVER SERVICE – VALUE PRICING AGREEMENT**

Last year you invested approximately \$ in our services. We would propose the following Silver Service Value Price Agreement (as defined on our attached Value Pricing Agreement Schedule) for 2006/07 of \$ exclusive of GST

Our Fee Total	_____	\$
Plus: GST	_____	\$
<b>Total Fee</b>	=====	<b>\$</b>

**PLEASE SEE OVER FOR PAYMENT OPTIONS**



Invoice No: \_\_\_\_\_ Client Code: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Please find enclosed a cheque for: \$ \_\_\_\_\_

**OR** Debit my  Bankcard  Visa  Master Card

Card No.:     /     /

Expiry Date:  /  Amount:

Name of Cardholder:

Signature of Cardholder:

## **PAYMENT OPTIONS**

1. Gain a tax deduction this year by paying by cash, cheque or credit card
2. Spread your payments over six months by completing the direct debit authority (if you require this facility please contact our office and we will arrange to put this in place)

### **Please Note:**

- a) Option 1 can also be taken up by using the enclosed Premium Funding Agreement from Southern Cross Funding
- b) Option 2 is not available for fees under \$

## **VALUE GUARANTEE**

Our work is guaranteed to the complete delight of the customer. If you are not completely delighted with the service performed by 2IC Management, we will, at the option of your company, either refund the price, or accept a portion of said price that reflects your company's level of delight. We will assume you are delighted upon final payment received under the terms of this Agreement.

## **PRICING GUARANTEE**

The Price set under this Value Pricing Agreement is guaranteed to be the only fee we will raise for the services outlined. If your circumstances change and a Variation Order is raised we undertake not to raise any further fee unless we have your total understanding and agreement of that Variation Order. Any other Value Pricing Agreements for additional work outside this assignment will be documented and agreed before you will incur any additional fees.

## ***SILVER SERVICE PACKAGE***

The attached invoice is a DRAFT based on our new Value Pricing Policy. We have issued it now because it may be of interest to you before 30 June.

Please read the attached Value Pricing Agreement (VPA) and note our Value Guarantee and Pricing Guarantee

The attached proposed VPA is based on our understanding of your affairs based on previous years' experiences. If your circumstances have changed or you would like to upgrade to a different VPA package please contact us.

If you would like to discuss the detail of our proposal we are keen to do so to ensure you fully understand it.

From 1 July all VPA's include unlimited access to your advisors by way of telephone calls or meetings – that's right no extra fees – the clock has stopped.

Because of your taxation circumstances you are able to prepay your 2006/07 fees and gain a tax deduction in 2005/06. In addition to gaining a tax deduction earlier some taxpayers will get a better tax benefit this year with the drop in tax rates next year. You will notice the payment terms detail a discount if paid before 30 June. The other method of payment allows you to spread your payments over 6 instalments rather than being surprised with one lump sum liability.

Please be sure to come to our Stop the Clock Launch on 30 June 2006.