Better Numbers.
Better Decisions.
Better Business.

"I believe that all business owners should have 24/7 access to accurate, up-to-date financial information to help them make better decisions"

Paul Meades

Meades Group

Accounts · Tax Planning · Advisory

Rated 5 Stars on Google

Jack Adams

"I am very grateful to Paul Meades and the Meades Group for the advice given to us about a tax issue on our limited company accounts. I aske d a question and it was answered quickly and professionally. You cannot ask for more."

Mark Nelson

"Paul and the Meades Group team are outstanding - the best Accounting support services I've had in 20+ years running recruitment businesses. They go above and beyond offering pragmatic and personal advice."

Cath Longfield

"We've been using Meades Group as accountants for our small business since we founded it in 2015. Natasha and Lee then Brooke have always been really responsive, knowledgeable and helpful and we wouldn't hesitate to recommend Meades to others."

Louise Wood

"Excellent service and staff are amazing and great at their job"

Steve Hall

"First class accountants. Professional services provided at all times. I've used the services of other accountants over my 22 year tenure. Meades are by far the best I've used."

Ray Rimell

"Very friendly and helpful across the board. Invariably respond to email requests quickly and efficiently. Highly recommended for all accounting requirements."

Tracey Halliday Tamakloe

"After quite a few years of having an ok accountant I have found Meades Group to be a breathe of fresh air! Extremely knowledgeable, so helpful and their communication is extremely prompt. I would highly recommend you book in a call with them."

Alex Hennesy

"Organised, efficient and friendly. I can highly recommend."

We Are Acuity

"We moved to Meades from another accountant about 8 years' ago. It was one of the best decisions we've made. Rather than someone we see once a year, Meades have become a true partner of our business. The move to XERO has transformed our finances.

We'd recommend Meades to anyone."

Steve Byrne

"A pleasure working with Team Meades all the girls have been extremely pleasant and professional especially Joanne.

Paul is a mine of information and advice we are definitely feeling the benefit."

Renae Smith

"After some disastrous experiences with accountants over the past 4+ years, we cannot express how happy we are to have found Meades Group for our companies, and our personal tax. I have NEVER had an accountancy practice so on the ball, so educated, so quick - its just perfection. If i could give 100 stars i would. If you are wondering if you should use them, consider this your sign to do it. I promise you wont be disappointed."

Thomas Beesley

"We moved our accounts to Meades Group in 2025 and the difference is stark. Responsive, informative, helpful and incredibly easy to approach and ask questions...

As a small business this is MASSIVELY important to us (and as MD, my own sanity!).

Special shout outs to Brooke in Payroll as well Beth, Client Manager and Beccy, Office Manager.

Paul's not bad either! ;)"

Dave Hawkins

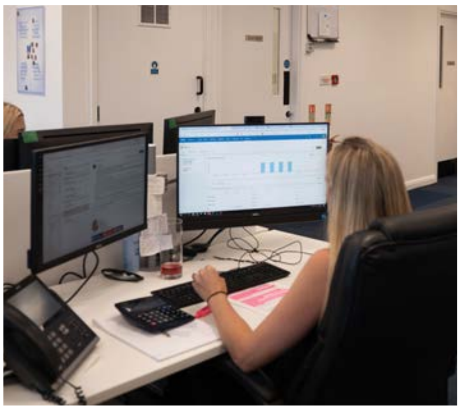
"Fantastic service that is provided with great support."

Mike Holness

"We moved our accounts to Meades Group, from what was an antiquated system that only reported on our past performance and never up-to-date. We now can see live info on a day-by-day basis along with future projections. The Meades team have been so supportive and nothing is too much trouble. So glad we made the move."

Contents

You Deserve More From Your Accountant



“I believe that all business owners should have 24/7 access to accurate, up-to-date financial information to help them make better decisions” - Paul Meades

That’s a bold statement, isn’t it. At Meades we make bold statements and deliver on them.

A thriving business operates on three fundamental principles:

1. Precise and timely information: Spot opportunities and act swiftly based on accurate data.
2. Making informed, objective decisions: Base your choices on facts, not emotions.
3. Cultivating strong and confident leadership: Lead with assurance and clarity.

At Meades, we’ve constructed our entire service around these simple principles, ensuring you have:

- ✓ Access to accurate, up-to-date information.
- ✓ Clarity regarding your financials, both personal and business.
- ✓ Dedicated support from experts who understand you and your business intimately.

Paul Meades, FCPA

Paul has been the driving force of Meades Group since 1997. He has developed the business from a traditional accountancy practice to a company that understands the needs of business owners and provides essential services to ensure their long-term health and prosperity.

If you choose to work with Meades Group, this means in addition to your accounts being fully managed, you will have experts on hand to advise you on business strategy, tax planning and personal wealth.

Paul's enthusiasm for time-saving, profit-improving technology is limitless. He has ensured the team at Meades Group are at the cutting edge of cloud accounting and actively contributes to its ongoing improvement.

'By embracing change and technology business owners can improve their efficiency and spend more time doing the things that they want to do, rather than the things they feel they have to do.'

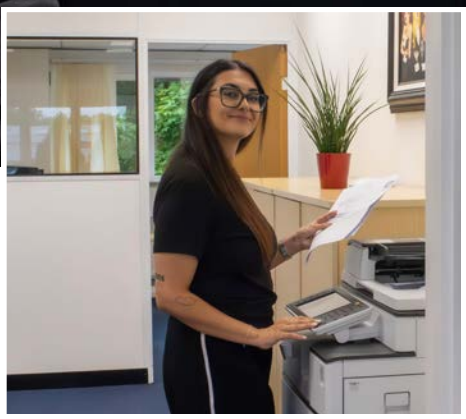
Paul is the author of 'How to Make Your Company Fly'.

This 32-step business development programme is organised into super-charged, easily digestible bite-sized chunks guaranteed to have a powerful impact on the strength and value of any business. Take a strategic approach to change and see how far these 32 steps can take you.

You can get your copy from Amazon:

https://amzn.to/2IyzOv3 or give Paul a call and ask for a complimentary copy.

What Business Owners Tell Us When We First Meet



"I'm not confident my numbers are accurate, or giving me the whole picture."

Unsure of your profitability? Receiving surprise tax bills? You'll have total peace of mind when you choose Meades Management Accounting. You'll know with certainty where you are and where you're going.

“I can’t reach my accountant when I need them.”

Frustrating, right? Quick decisions often require immediate guidance. We’ve solved that. All calls and emails are answered within 24 hours, guaranteed.

“I get passed around to different people when I call with a question.”

Repeating the same question is inefficient. With Meades, you’ll have a single point of contact for all your business and personal financial needs.

“I avoid calling my accountant to avoid extra fees.”

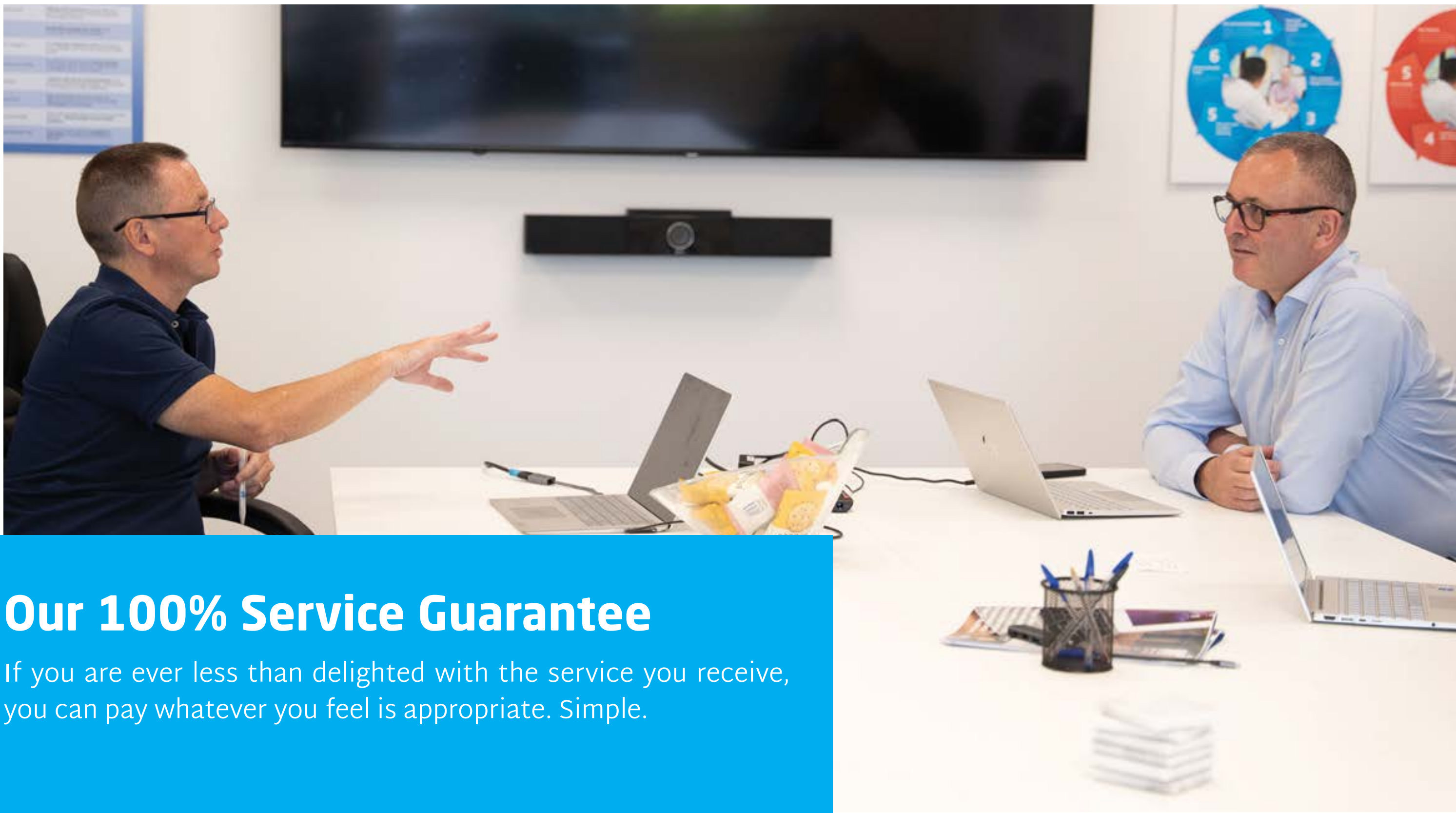
This is a common concern. At Meades, all fees are agreed in advance. We’ll never undertake additional work without your approval, ensuring no surprise bills from us, ever.

In this brochure you’ll discover what to expect when you choose to work with us. Like Bill Pamplin did...

" It's taken us from a situation where we wouldn't know the state of our accounts until 8 months and 3 weeks after our year-end. Now, with Meades, I know at any time what our business is doing. We had a vision to expand the business and Meades have given us the tools to do so."

Bill Pamplin Managing Director of Julian Thwaites & Company

Get Promises Delivered



Our 100% Service Guarantee

If you are ever less than delighted with the service you receive, you can pay whatever you feel is appropriate. Simple.

No Surprise Bills

All fees for our services are agreed in advance so you need never commit to anything without first knowing the cost and will never receive a surprise bill from us, guaranteed.

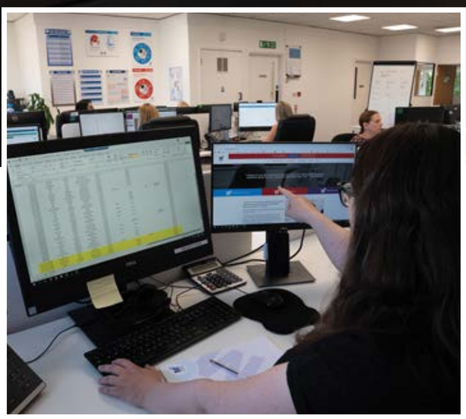
One Call to Do it All

Our clients have a single point of contact for everything to do with their business and personal finances. So, whether it's about personal tax, Corporation Tax, VAT, bookkeeping, payroll, CIS, budgeting, cash flow or anything else, you just call your client manager who will be able to give you the support you need.

Response Times

All communications are responded to within 24 hours, so whether it's a phone call, email, or text message you will always be able to get hold of us easily.

Meades Small Business Division: Meades Contractors



Specialist Accountancy for Contractors, Consultants and Freelancers

The same Meades expertise, tailored to the way you work.

Alongside our accountancy and financial services for growing businesses, we provide specialist support for contractors, consultants and freelancers operating through their own limited companies.

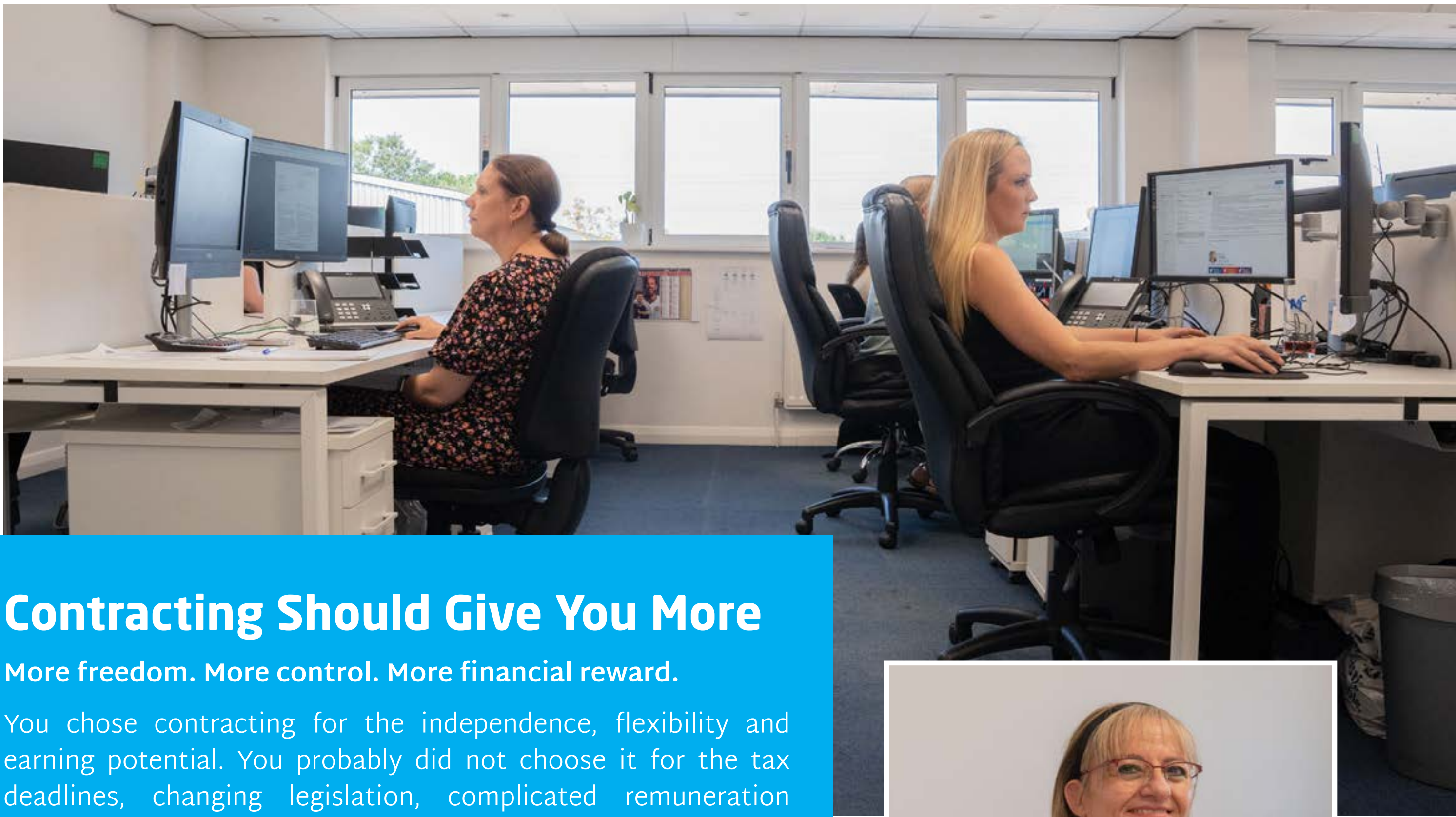
Running a small business brings its own opportunities, responsibilities and financial decisions. From managing your limited company to planning your income, tax and long-term finances, our team will help you make informed decisions and gain the maximum reward from your work.

As your accountants, we can advise you on how to manage your limited company and finances when undertaking contracts that are either inside or outside IR35. FreeAgent can support the accounting requirements for both types of contract.

You will receive the same clear advice, proactive support and personal service that every Meades client can expect, adapted to the particular demands of small business.

"Over the last 10 years, my business has received excellent accountancy service from Meades Contractors. Their approach to small and medium businesses is effective, efficient and considerate. The tools provided, including the bookkeeping package are excellent, and the attention of accountants and client managers is exemplary. I recommend their service." **Bruno Guillaume**

Contracting Should Give You More



Contracting Should Give You More

More freedom. More control. More financial reward.

You chose contracting for the independence, flexibility and earning potential. You probably did not choose it for the tax deadlines, changing legislation, complicated remuneration decisions and uncertainty about what you can and cannot claim.

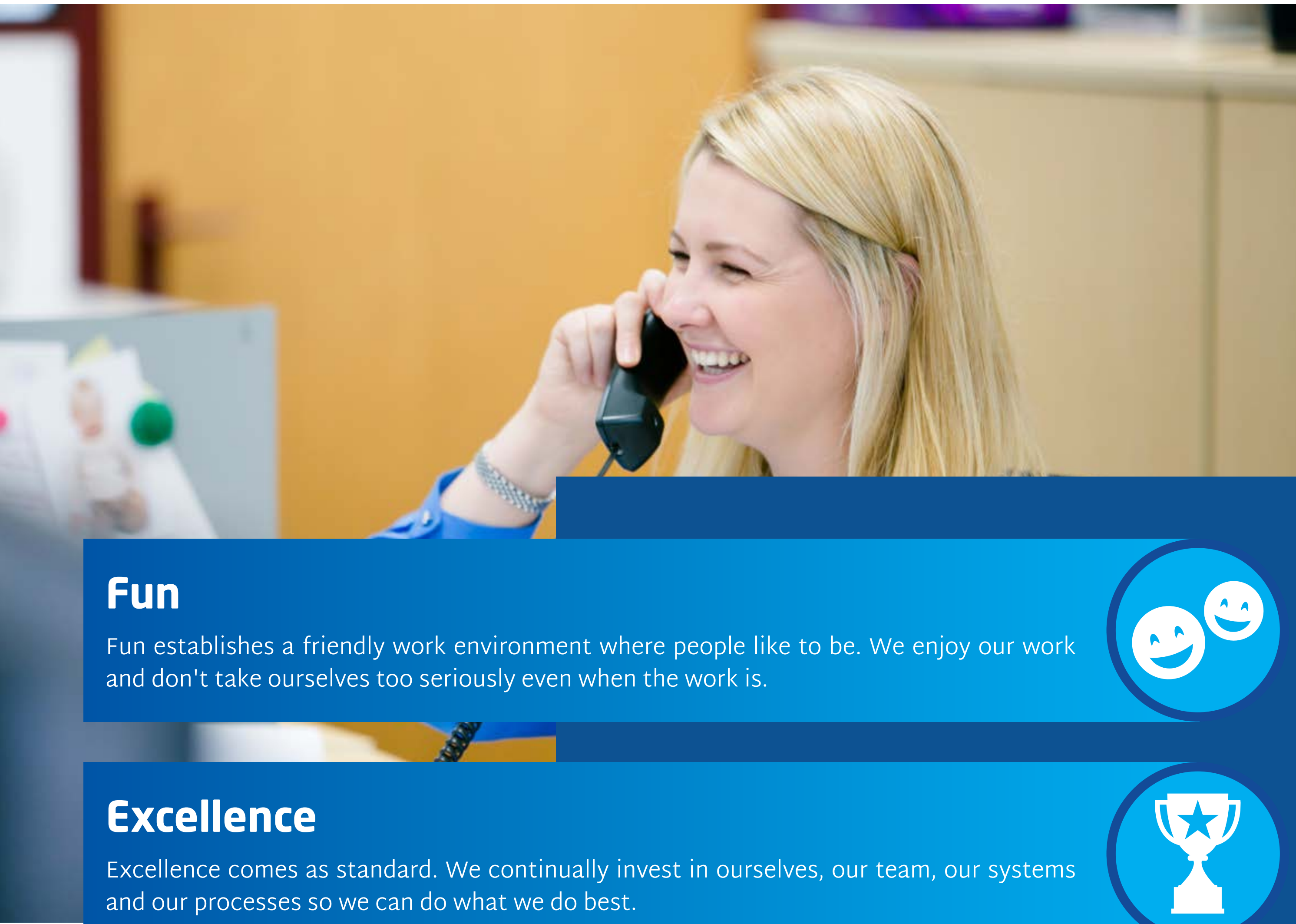
At Meades, we understand that your business and personal finances are closely connected. Our specialist contractor service helps you manage both, so you can make informed decisions, keep more of what you earn and contract with confidence.

Many contractors first come to us when they have secured an outside IR35 contract and need to establish or manage a limited company. Once you are working with us, we can continue to advise you on running that company whether future contracts fall inside or outside IR35.

With FreeAgent providing a straightforward way to manage both types of contract, and our team supporting your wider accounting, tax and remuneration decisions, you will have a clear financial system built around the way you work.

You concentrate on securing and delivering great contracts. We will help make sure your finances work just as hard as you do.

Our Core Values Underpin Everything Our Team Do



Fun

Fun establishes a friendly work environment where people like to be. We enjoy our work and don't take ourselves too seriously even when the work is.

Excellence

Excellence comes as standard. We continually invest in ourselves, our team, our systems and our processes so we can do what we do best.

Communication

Communication builds trust. Our communication, internally and externally, establishes a reputation as a trusted adviser that is priceless.

Certainty

Certainty provides peace of mind. We always do WHAT we say we are going to do, WHEN we say we are going to do it.

Team Player

Team players contribute. We support each other to get the job done, always treat each other with respect and are committed to the success of the team.

Are We Right for You?

Meet the team who will keep your financial information accurate and up to date, and support you to make your business great.

As a team, we created our proven process. It's at the heart of our service. Our yearly 6-step system gives you clarity on your personal finances, the rewards and income you need your business to deliver and a straightforward business budget and forecast. Then, we schedule monthly reviews to guide you through your numbers and show you if you're on track. This last part is crucial to give you certainty in your business and finances.

All the tech in the world can't replace great people

Process and technology can make a business run well, but it is the people involved who turn a good business into a great one.

As a company, we believe in embracing technology to increase the efficiency, value and management information that we provide to our customers. With this comes the even greater benefit of being able to give you more of our personal attention: working with you, getting to know your business, and bringing out the best in your numbers.

We believe it is our responsibility to add value to your business by providing innovative, workable solutions to problems. That is our promise to all of our customers.

Our Proven Process

Our 6-Step Proven Process Will Set You on The Path to Financial Clarity.

At Meades, we won't tell you how to run your business – you already know that. Where we excel is in providing the clarity, knowledge, and confidence you need to make the best decisions.

The Most Straightforward Financial System You'll Ever Use

Our team can implement every step of our proven process with you, ensuring you get the absolute most from each stage.

The result will be:

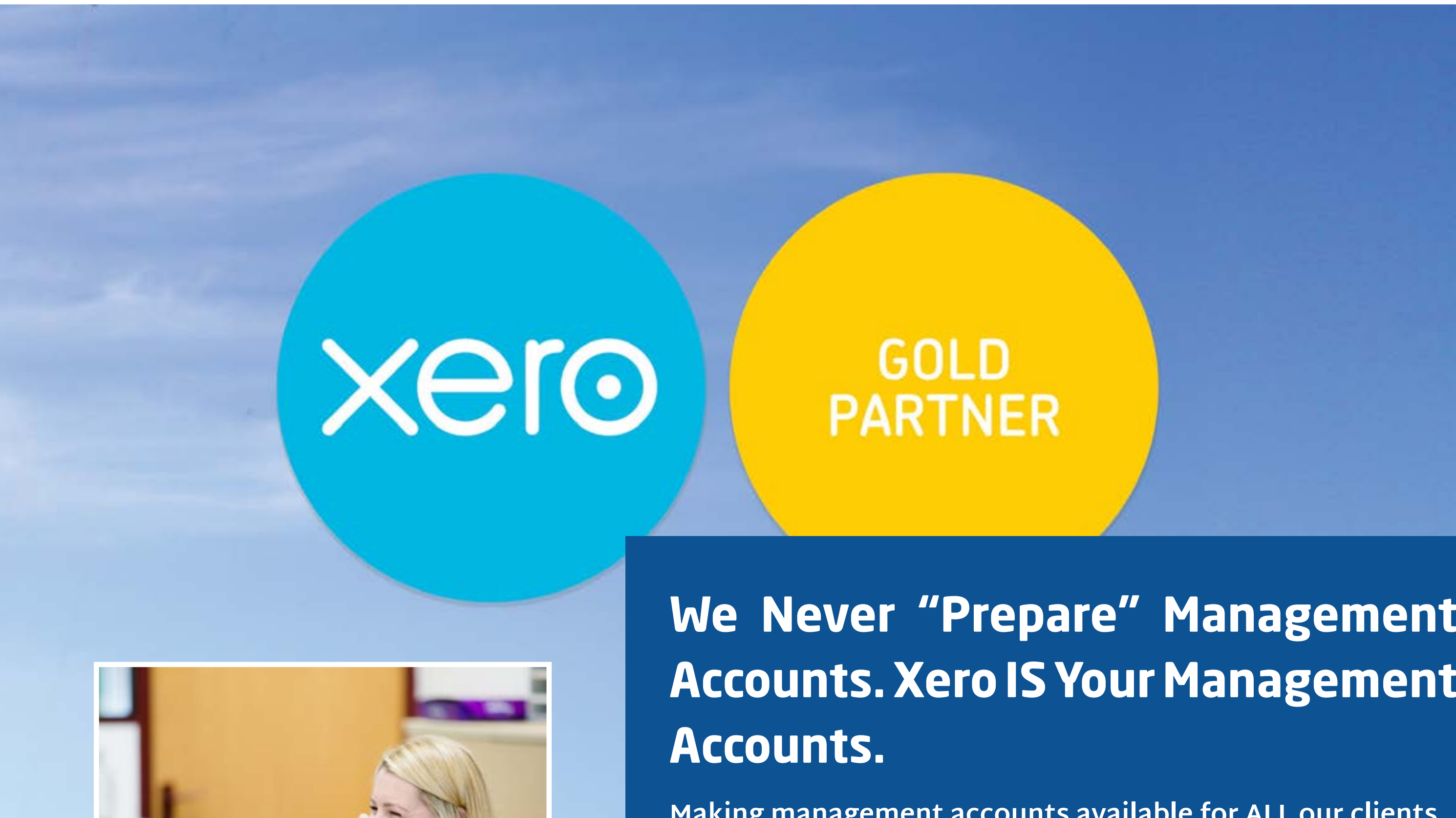
- ✓ Clarity on your personal and business finances
- ✓ Real-time data in your business to make informed decisions
- ✓ Elimination of waste, by shutting down profit leaks quickly and efficiently
- ✓ Faster, more efficient finance function through the implementation of the optimal technology and tools
- ✓ Peace of mind, knowing what's ahead and feeling supported in navigating the bumps in the road
- ✓ Focused action, decisive and data-backed
- ✓ Maximum personal rewards through tax-efficient remuneration
- ✓ Future-proofing your security by introducing you to investment opportunities and our wealth management team.

We will provide the complete finance function for you and your business. Irrespective of your size, you will enjoy the same high standard of service, systems, reliability and professional advice. We do this to ensure you get the maximum reward from your business.

"I believe it's the everyday choices we make that determine our financial success in business."

Paul Meades

Harness The Power of Xero



We Never "Prepare" Management Accounts. Xero IS Your Management Accounts.

Making management accounts available for ALL our clients.

This is only possible when working to Meades standard of bookkeeping. Here's why. Typical bookkeeping doesn't give you accurate numbers. Your accountant will complete further checks, balances and adjustments to ensure that everything is accounted for and in the right place after your year-end (sometimes months later).

Your year-end is too late. We do this every month. That's why Meades clients can use Xero as their realtime management accounts.

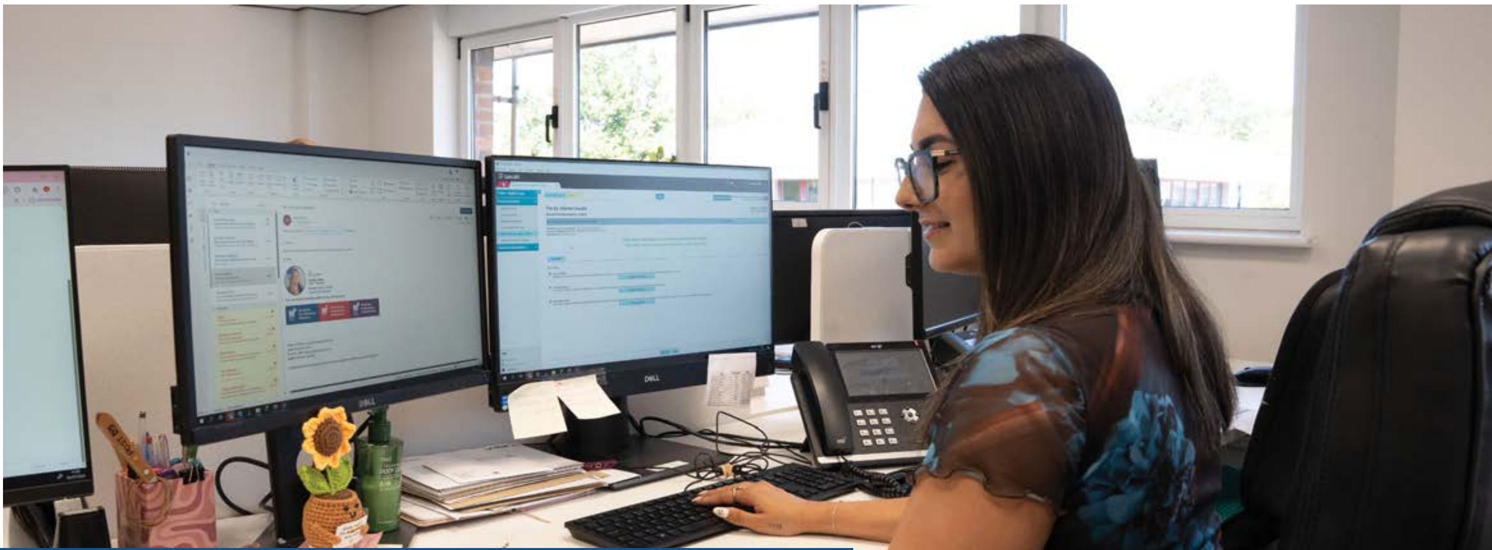
Our team will reconcile your wages, PAYE, NIC, Autoenrolment, CIS and inter-company accounts. Your fixed asset register is updated and depreciation posted. All HP and loan agreements are recorded correctly and reconciled to statements. Your WIP and stock is posted correctly. Finally, accruals and prepayments are posted. Without this additional work your figures will be incomplete and inaccurate.

When Xero is used correctly, reconciled regularly and the full functionality is unlocked for you, Xero will give you the information you need to run your business. Using our adapted reports, your management information will be available at any time, anywhere, on any device. But, it must be done properly.

xero

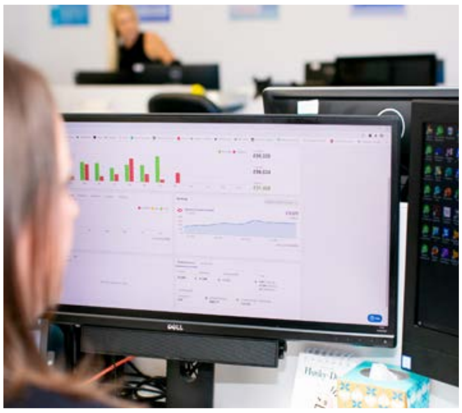
GOLD CHAMPION PARTNER

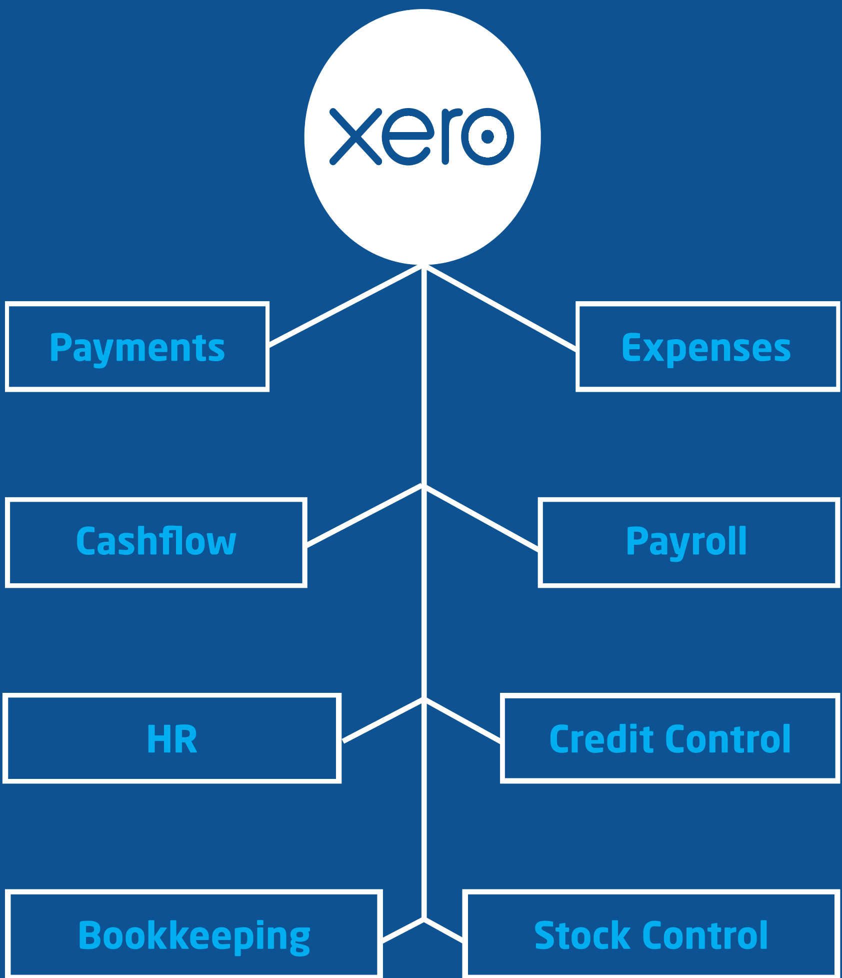
Discover Your Perfect App Stack



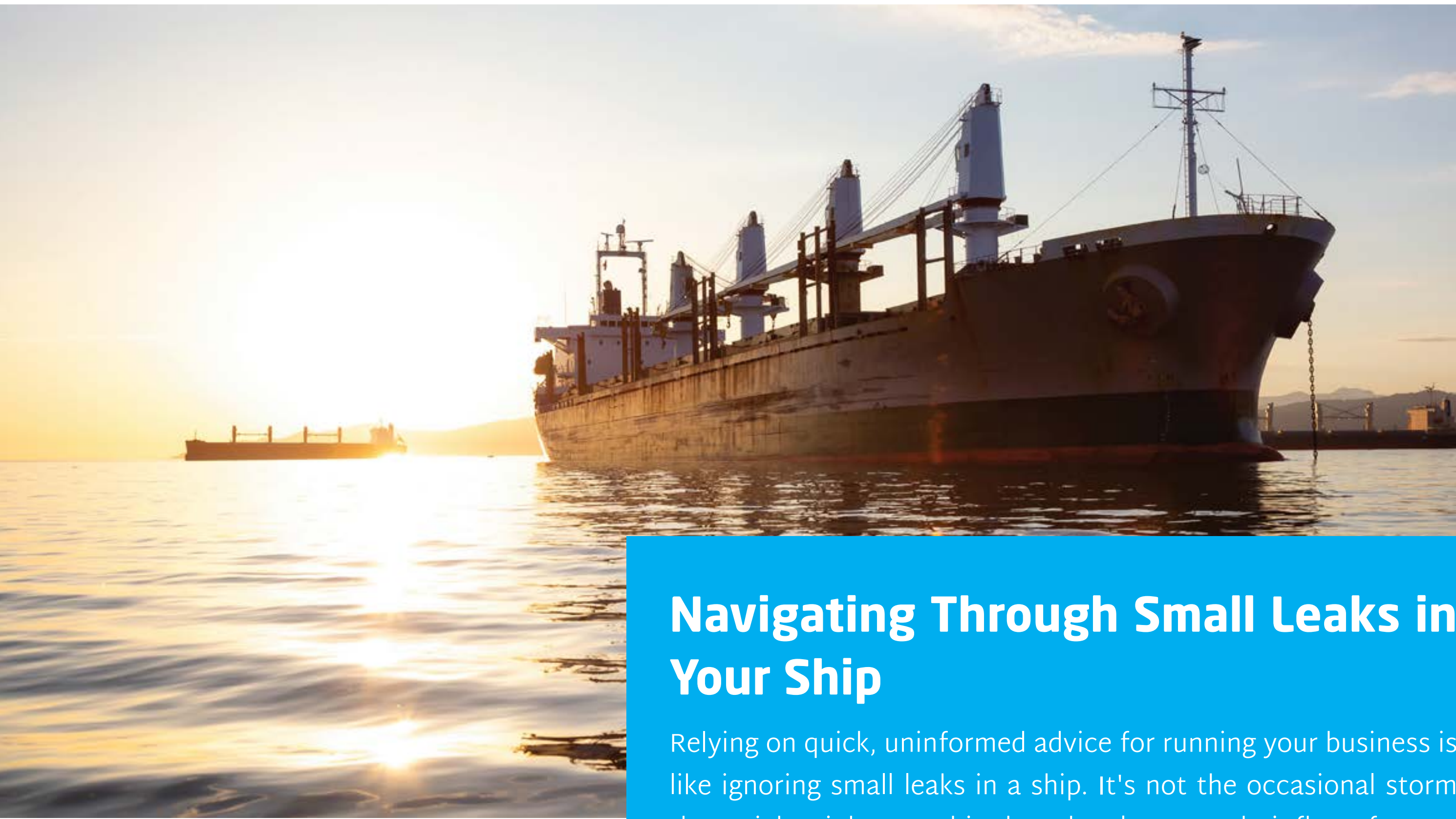
This is APPsolutely Essential

With 1,000+ time-saving apps, Xero is infinitely flexible. For maximum efficiency, our experts will guide you to the optimal app stack for you and your business.





You Can't Plan Tomorrow Unless You Can Clearly See Today



"It's not the 1 or 2 big decisions you make each year that will harm your business, it's the incremental ones that you make every day that might kill it."

Paul Meades

Navigating Through Small Leaks in Your Ship

Relying on quick, uninformed advice for running your business is like ignoring small leaks in a ship. It's not the occasional storm that might sink your ship, but the slow, steady influx of water through unnoticed leaks that poses the greatest danger. Just as a captain must be vigilant about every minor breach, a business owner must be mindful of the daily decisions that, over time, can undermine the foundation of their business.

Meades Make Your Numbers Work for You

Working with Meades means all of your key financial information is available to you in the present. We will show you how to use your data in decision making and how to plan for a more successful future, including:

- ✓ Discovering which of your products and services make you the most profit
- ✓ Benchmarking your performance against your competitors
- ✓ How to reduce your tax bill and decrease other costs
- ✓ The amount you need to plan and put aside for tax
- ✓ How to create, and more importantly use, your business budget to stay in control and make better decisions
- ✓ How to forecast and compare scenarios for the future
- ✓ The hidden secrets to increasing your profit.

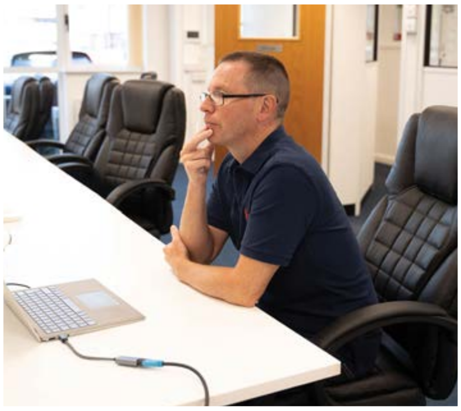
Success is a Powerful Science - Simply Follow The Rules

The thing about a tried and tested scientific formula is that it will work – every single time. Driving in a straight line at 60mph for 10 minutes will take you 10 miles (guaranteed) but travelling the same distance at 90mph is likely to get you a fine! If you split uranium atoms correctly, the fission process generates heat, and a turbine can turn this into electricity. But if you get it wrong...

Once a scientific formula has been proven you can rely on it to give you the same results over and over again. Ignore the rules or cut corners, however, and you risk falling short of your expectations or maybe even damaging any progress you've already made.

The Two Critical Sides to a Winning Formula

If there is one thing that we have learned in business, it is that communication and trust underpin all successful relationships. That principle is as scientifically proven and reliable as anything in life. As your accountant, we are abundantly aware of the charge that you place in our hands, and we take the weight of that responsibility very seriously. Letting you down is not an option for us – so we have turned it into a science.



To be effective, we believe that professional relationships need to be based on mutual trust, mutual support, mutual respect and mutual integrity. As a result we only work with clients who share our belief in the importance of these four factors. In practice, that means that we make a commitment to each other.

Our Commitment to You

The MEADES Side of The Success Formula Looks Like This:

MOTIVATE: we aim to live the talk – so every time you contact any of the team, we will be positive, professional, honest, open and committed to the service and confidentiality that you rightly expect from us.

EDUCATE: we will keep you fully informed on the key information you need to know about your business – the highlights and the warning signs, the opportunities and the risks – you will always know in plenty of time to act.

ANSWER: we will reply to every telephone message or email within 24 hours – every single time.

DEADLINES: you will never need to chase any of the team – we will always complete every task on or ahead of schedule, and we will always do what we say we are going to do when we say we are going to do it.

ELEVATE: we will always look for new ideas that could elevate you to become even more successful – and we will promote you to our contacts wherever we feel they could benefit from your products and services.

SOLVE: we are committed to solving your issues, and we will believe that principle underpins our purpose as your accountant – your question or problem is not solved until you are 100% delighted with the result.

Your Commitment to Us

As our client, and a 50% partner in the success of your winning formula, the honest truth is that this relationship will only work when you commit to your side of the deal. A surgeon's scientific knowledge and life-changing skill in the theatre can only work if the patient follows their advice and is proactive in their own recovery.

We are 100% committed to building your business, making your numbers add up, and supporting your business to your chosen destination. And to do this, we need your 100% commitment to following the rules of the road ahead.

So YOUR Side of The Success Formula Looks Like This:

YES: you simply need to agree to match our level of positivity, professionalism, honesty and commitment to helping us do the best job that we can for you – please treat us as part of your team.

OPENNESS: you must promise to tell us immediately if we do anything that you are in any way unhappy with – we would also ask that you pay for our services by monthly direct debit so that we don't have to chase.

UPDATE: you should reply to all our requests for information within the mutually agreed timescales and provide us with all the information and answers we need to carry out our work – we cannot deliver if you don't.

REFER: if you believe we are doing a great job for you and providing you with outstanding business growth and proactive accountancy services, perhaps we can help your contacts too – please refer us where you can.

"If you think it's expensive to hire a professional to do the job, wait until you hire an amateur."

Red Adair

Which Stage Most Closely Aligns to Your Business?

STAGE	SOLOPRENEUR	LEAN BUSINESS	GROWING BUSINESS	MATURE BUSINESS	POWERHOUSE
TEAM	1	2-8	5-20	17+	50+
ANNUAL REVENUE	<£100k	£100k-£500k	£500k-£2m	£2m-£5m	£5m+
YEARS IN BUSINESS	0-1	2-4	3-6	7-10	10+
MONTHLY INVESTMENT LEVEL	£175	£175-£625	£625-£2,500	£2,500-£6,250	£6,250+
POSITIVES & CHALLENGES	• Profitable • Independent • Spinning lots of plates	• Tight team • No money • No time • Stressful	• Revenue good • Cash flow bad • Scalability challenges • Growing pains • Firefighting • Systems challenges • HR challenges	• Revenue good • Cash flow bad • Scalability challenges • Firefighting • Systems challenges • HR challenges • Management challenges • Staying ahead	• Money is good • Scalable • Strategic thinking • FD support essential • Structural challenges • Exit strategies
GOALS	"I feel like I have a job, not a business, and need help to manage my finances"	"We need to increase our revenue and think more like a larger business"	"We need to improve our cash flow so I can sleep at night"	"We need to scale our business, but we need to do it profitably"	"For our business to thrive we need broader expertise than an internal FD can provide"

Recommended Services

	SOLOPRENEUR	LEAN BUSINESS	MOST POPULAR GROWING BUSINESS	MATURE BUSINESS	POWERHOUSE
Annual Accounts & Corporation Tax Returns	✓	✓	✓	✓	✓
Use of Our Address for Your Registered Office	✓	✓	✓	✓	✓
Company Secretary	✓	✓	✓	✓	✓
Tax Investigation Protection	✓	✓	✓	✓	✓
Bookkeeping and Financial Controller Services	✓	✓	✓	✓	✓
Client Manager Support	✓	✓	✓	✓	✓
Personal Tax Returns	✓	✓	✓	✓	✓
Personal Tax & Remuneration Planning		✓	✓	✓	✓
Company Vehicle Tax Planning		✓	✓	✓	✓
Payroll Health Check		✓	✓	✓	✓
VAT Health Check		✓	✓	✓	✓
Xero Review		✓	✓	✓	✓
Proactive Business Planning			✓	✓	✓
Director Support			✓	✓	✓
Budget Review Meetings			4	4	12
Board Meetings			4	12	12
3-Way Budgets and Forecasts				✓	✓

An Accountancy Service Built Just for You

Your accountancy package will be the right fit for you and your business. When we meet, we will build your package with you, only selecting the services you need and recommending additional services as you grow. Our pricing is 100% transparent, you will see what each element will cost and we will discuss the impact and benefit of each service with you.

Make Money

Growth advice, Forecasting, KPI measurement, Investment opportunities, Financial advice, Passive income

Save Money

Maximise tax efficiencies, Budgetary control, KPI measurement, Cost reduction, Proactive business planning

Look Good

Creditors. Lenders, Bankers, Investors, Competitors, Prospective employees, Industry, Your team, Suppliers

Feel Good

Personal income, Family security, Reduced working hours, More holidays, Mortgage repaid quickly, Personal assets

Virtual Finance Director Compliance Services

Employing a full-time Finance Director (FD) is a luxury few companies can afford. FD salaries average £92k in the UK, rising to £119k in London. The investment level for an employee is high, but we would argue that an FD role is something few companies can afford to be without.

This is where our Virtual Finance Director Service steps in. We give you access to first class FD knowledge and experience at a fraction of the investment of a full-time employee.

Ask us for a copy of **Ask These 100+ Key Questions to Unlock Your Business's Potential**. It is a collection of questions you should be asking your accountant to get the most from your business. It will give you an insight into how a Virtual FD will help you.

Choose from the services below that suit your business at your current stage of growth.

Year End Accounts & Tax Returns - Ltd or LLP

As a limited company or limited liability partnership, you are required to prepare statutory accounts and submit these to Companies House annually. This is all included within your quote and you will have peace of mind knowing that this is all taken care of for you by Meades Group.

You are also required to file either a Corporation Tax Return or a Partnership Tax Return annually with HMRC. We'll take care of everything that HMRC requires and inform you of any tax payments required in plenty of time.

Year End Accounts & Tax Returns - Property Investment Company (Ltd or LLP)

As a property investment company, you are required to prepare statutory accounts and submit these to Companies House annually. This is all included within your quote and you will have peace of mind knowing that this is all taken care of for you by Meades Group.

You are also required to file either a Corporation Tax Return or a Partnership Tax Return annually with HMRC. We'll take care of everything that HMRC requires and inform you of any tax payments required in plenty of time.

It is also vitally important that you select the correct accounting treatment for the preparation of these accounts as there are two accounting standards that are applicable, and these are called section 105 or 102. Section 105 is a much simpler method of preparing your accounts as all properties are accounted for on a cost basis. Section 102 accounts for properties on a current valuation basis and therefore takes much longer to complete but will be looked far more favourably upon by investors and lenders.

Year End Accounts & Tax Returns - Partnership

As a business owner, you are required to prepare statutory accounts and submit these to HMRC annually. This is all included within your quote and you will have peace of mind knowing that this is all taken care of for you by Meades Group.

We'll also estimate what your tax bills are going to be for the next 12 months so you can plan your finances in advance, to make sure you don't pay HMRC a penny more than you have to.

This service also includes preparation and online submission of your partnership tax return.

Year End Accounts - Sole Trader

As a business owner, you are required to prepare statutory accounts and submit these to HMRC annually. This is all included within your quote and you will have peace of mind knowing that this is all taken care of for you by Meades Group.

We'll also estimate what your tax bills are going to be for the next 12 months so you can plan your finances in advance, to make sure you don't pay HMRC a penny more than you have to.

Year End Accounts - Not-For-Profit Organisations

As a Not-For-Profit (NFP) Organisation, you may be required to prepare statutory accounts, in accordance with the Companies Act, for presentation to your members and/or governing body. If your NFP is a limited company then these accounts must also be submitted to Companies House annually.

This service will be provided by us so that you will have peace of mind knowing that this is all taken care of for you by Meades Group.

Year End Accounts - additional information for all business types

Your quote for year end accounts will be based on:

1. The annual turnover of your business

2. The quality of the accounting records that you provide us as per the "Accounting Records Quality Rating" chart shown in your proposal.

We will assess your business records at the end of each year to ensure they are in accordance with the specified rating, advise you of any differences we find and agree with you how to deal with them. We believe that having accurate financial records to enable you to make better, fact-based, business decisions during your year is a crucial element of your business and, if left unattended, could be disastrous to your finances. You may therefore wish to consider having us do your bookkeeping to ensure the quality is the best standard it can be at all times.

Our Year End Accounts service also includes providing you with a copy of our year end planning workbook for you to review various strategies before your company year end passes to save tax and get your company in the best possible shape for reporting to Companies House and HMRC.

We also include a live meeting at our offices (or online if you prefer) to discuss your year end accounts in full along with your future plans to identify any other areas of business development that we can help you with even if it's just to understand how to read your annual financial statements or to get an indication of what your business might be worth.

Use of Our Address for Your Registered Office

By using our address as your registered office, we will receive all of the formal and legal correspondence from HMRC and Companies House, which we will deal with for you and only contact you if there is something that needs your attention.

We will also allow the Directors/Secretary to use our address as their service address which will keep their personal address out of the public domain to help prevent cyber fraud, identity theft and unwanted contact at their personal homes.

Confirmation Statement Service

Preparation and online submission of the Confirmation Statement to Companies House every year giving details of the business name, registered office, company/LLP number, names of Directors/Members, Shareholders/Shareholding details, and notification details of persons of significant control (PSC) including payment of the filing fee from Companies House.

Company Secretarial Service

Dealing with all Company/LLP secretarial work, including writing up and maintaining the Register and the Share Register, preparing dividend vouchers where applicable and all statutory forms for filing at Companies House; for example, appointment and resignation of directors/members.

Tax Investigation Protection Service

In the event of any enquiry from HMRC or the VAT man, we will be able to deal directly with the officers concerned, use our premises to meet with them (so you won't have to), and answer all of their questions on your behalf – and our fees will be paid by our insurance policy.

Enterprise Management Incentive (EMI) Scheme Annual Return Service

Preparation and online submission of the annual EMI scheme return for your company which is due by 6 July each year notifying HMRC of any changes to the share scheme.

If nothing has happened in the year, in terms of restructuring or options being cancelled, altered, or exercised, a return must be completed, but will state that nothing has occurred.

Annual Tax on Enveloped Dwellings Return Service (ATED)

Preparation and online submission of the Annual Tax on Enveloped

Dwellings return for your company for all UK residential properties that meet the following criteria:

- Are owned completely or partly by a company or partnership with a corporate member
- Are valued at more than £500,000

For most UK businesses there is a relief from this tax provided the properties in question are let to a third party on a commercial basis and aren't, at any time, occupied or available for occupation by anyone connected with the owner.

If you are a property developer or trader with property being developed for resale or as stock in your business then you can claim relief too.

Virtual Finance Director Business Support

Tailored Support When You Need It

We offer year-round ad hoc support to all our clients. Additionally, we provide objective and experienced resources to attend selected key business meetings, helping you maximise the potential for your business.

Director-Level Support: Gain access to the highest levels of expertise, enabling you to optimise your business and navigate complex financial matters.

Client Manager Support: Enjoy the convenience of a dedicated point of contact for all your accounting queries, including emails, phone calls, letters, and messages, ensuring smooth day-to-day operations.

We will create a customised package based on your specific needs. Ad hoc support is provided on a fair usage basis per month. If additional support is required, we will discuss it with you in advance.

When you commit to regular meetings, you can select the level of involvement you desire from us. We can serve as silent observers, meeting chairs, technical advisors, independent sounding boards, or facilitators for brainstorming sessions. Meetings will be scheduled with either a Director or Client Manager, depending on the level of expertise you require.

If you opt out of this service in your package but later require advice from a Director or Client Manager, our fees will be agreed in advance and charged at our standard hourly rates.

Budget Review Meetings

We will attend a meeting with you to complete the budget review process as defined in our proven process. This includes:

1. 1. Reviewing the budget variance report in Xero for the last month/quarter
2. Interogate and analyse the differences between the budgets and the actuals
3. Flex the budget in the budget manager based upon the findings from above
4. Reforecast the remainder of your financial year

By going through these steps in detail at each meeting you will understand what net profit you can expect for the financial year, an estimated corporation tax bill, a summary of any dividends paid and if there are going to be any retained profits in the business or if you are eating in to the companies reserves. In essence, you will have a much deeper understanding of where you business is headed and what opportunities or actions you need to take to correct the course.

Management Accounts

Rather than a set of accounts just once a year, you receive a fully reconciled set of accounts with a report pack containing your profit and loss account, balance sheet and variance analysis to either a prior year or budget. We also include a full ratio analysis with graphical representations of the key performance indicators of your business and their trends over the last year.

We also offer a Premium Management Accounts package, whereby we can include bespoke reports on any aspect of your business that you may wish to monitor from one period to the next, such as team happiness, covenant tests, customer average spend, customer spend frequency, team costs, turnover analysis, etc.

Budgets & Forecasts

We believe that every business should have a 3-year financial budget to plan where you want to be heading. This gives direction to the board and the entire team as to what the business is trying to achieve, so you are all working in sync.

We'll create, manage and update a rolling 12 month 3-way forecast of profit and loss, cash flow and balance sheet, so you always know what the future financial performance and position of the business looks like, based on what we already know today (committed sales and costs). This is about bringing the future into the present, so you can do something about it. We'll also enter that budget into Xero so that you will have 24/7 access to your numbers and can review your budgets anytime.

Advisory Support to Scale

To complement the support of your Meades accounting team, you will have access to an advisory specialist with knowledge, expertise and a proven track record in your marketplace. We will match you to experts who can guide you through the typical step-change and management issues faced by businesses who are actively growing.

Monthly Management Accounting

Accurate and up-to-date financial reporting is essential for a business to thrive. We can show you how to use your business numbers to help you make confident business decisions and focus on where your business is going rather than where it has been as we are yet to meet anyone who can change the past, but you can certainly have an impact on the future.

By choosing Meades monthly management accounting services you'll have accurate, up to date records available 24/7. You'll never have to worry if it's being done correctly. You'll eliminate your risk of fines or penalties from errors. You can have confidence that the numbers you use when making decisions are true.

Reconciling Your Business Bank Accounts

In order to ensure you have up-to-date lists of receivables and payables, and up-to-date financial reporting, we'll log in to your Xero accounting system every month and reconcile your business bank accounts.

Reconciling Your Invoice Discounting or Factoring Account

In order to ensure that you comply with the reporting requirements of your finance provider, we will reconcile your invoice discounting or factoring account in Xero and report to the finance provider accordingly. This will mean that you won't have to worry that your finance facility will be withdrawn by the provider for non-compliance.

Raising and Sending Your Sales Invoices

Most clients raise their own sales invoices because they want to get them to their customers as soon as possible, but if that's too much for you, then we can process them for you each month.

Reconciling Your Sales Invoices

In order to ensure you have up-to-date lists of money owing to you so you can keep on top of your cash flow, we'll log in to your Xero accounting system every month and reconcile your sales invoices. We'll need copies of any remittance advices your customers have supplied you with so send them over to us too and we'll do the rest.

Processing Scanned Purchase Invoices

We'll set up a unique email address and arrange for all of your suppliers to send their invoices there. We'll log in monthly and post those invoices into your Xero accounting system so your payables list is always up to date, and we're ensuring up-to-date reporting.

Setting Up Supplier Payment Runs and Reconciling Supplier Statements

Once your supplier invoices are in Xero, they need paying unless they are on direct debit. We'll use the payments feature in Xero to pay your suppliers on a regular payment run (usually monthly), reconcile the payments against the invoices and check any supplier statements. But don't worry, we won't be able to take the money from your bank account because using open banking you can easily approve the payment run we have prepared so you are still in control of the company finances.

Posting Your Stock/WIP/Deferred Income Journal

In order to ensure you have up-to-date financial reporting so you know how profitable your business is, we'll log in to your Xero accounting system as often as you want and post the stock/WIP/deferred income adjustment journal from your control system.

Preparing and Submitting VAT Returns

We will be preparing and submitting your quarterly VAT returns ongoing, meaning that you will be well aware of your VAT liabilities and able to keep the VAT man happy! We're not just filing a bunch of numbers, though, we take a five-step approach to our VAT returns service:

1. Create a recurring quarterly job in our job management system so we NEVER miss a deadline and begin work on the VAT return a week after the quarter end.
2. Carry out an audit of ALL transactions for the period – check that purchase VAT has been claimed on every transaction that it should have been and, conversely, that it hasn't been claimed where it shouldn't have been.
3. Ensure that you are on the best scheme to maximise your cash flow – cash or accruals. Also keep an eye on going over the threshold at which you HAVE to move to accruals by obligation.
4. Send you notification of the amount due within 4 weeks of the quarter end, giving you 10 days' notice of the amount to be taken automatically via Direct Debit.
5. File the VAT return on time, every time.

Additional Bookkeeping Support

Inevitably, from time to time, some clients ask us to go above and beyond the general standard bookkeeping features that we offer. It might be to download supplier invoices, reconcile bank loan accounts, email customer statements, issue remittances, contact their suppliers direct, etc. In order to include these type of additional services in your agreement with us we can simply use this option to add additional time for our bookkeepers to provide the services required.

Xero Reviews

Checking the quality of the accounting records produced by your in-house finance team

Some clients prefer to keep most of their monthly accounting function within their internal team rather than outsourcing their finance function to us.

Sometimes this means that there is no one with the appropriate level of knowledge or expertise to ensure that the finance team have processed all transactions in an efficient manner and to the "Meades Standard", meaning that Xero may not be providing the business owners with accurate, up-to-date financial information.

To solve this problem, we will review your Xero as frequently as required and advise your team on any areas where they need to make corrections, change the way they are processing, or just make accounting adjustments as you would expect your accountant to advise at year end.

Using this service means you can be sure that your Xero is accurate and being processed efficiently by your team.

Taxation Services

Our tax planning services will ensure you pay the least amount of tax legally possible.

Personal Tax Returns

Preparation and online submission of your personal tax return[s], calculating your tax liabilities and advising on the payments of tax. This includes a 25% discount for providing us with all information by 31 October; otherwise additional charges will apply.

Accounts for Rental Properties

Completion of statements of rental income for all properties owned for year ended 5th April for inclusion in Self Assessment tax return.

Personal Tax Planning

We will carry out a personal tax planning review to ensure you are aware of any opportunities to minimise your personal tax liabilities. We will also review your remuneration strategy to ensure that you are extracting any profits from your business in the most tax-efficient manner possible. Action taken here will allow us to proactively plan for your wealth creation strategies and personal tax bills so that there are no surprise bills from HMRC.

Company Vehicle Tax Planning

We will carry out a planning exercise each time you consider buying a new vehicle to ensure you are aware of the most appropriate method of finance and the minimisation of tax liabilities.

Payroll Health Check

We will review your payroll records to ensure that you are complying with all the requirements. This will minimise the risk of penalties and interest from any subsequent visit from HMRC.

VAT Health Check

We will review your VAT records to ensure that you are complying with the VAT requirements. This will minimise the risk of penalties and interest from any subsequent visit from HMRC.

Proactive Business Planning

A lot of accountants will wait until the end of the year, when they typically tell you to make any purchases before your year-end, so you can make savings on your tax. This is the most basic form of tax planning and, at that stage, is too late. We implement our Pre-Year-End Tax Planning Review 3 months before your year-end so we can start making a real impact and minimise the tax you have to pay.

Action taken here will allow us to proactively plan for your wealth creation strategies, utilising your retained after tax profits.

Payroll and Construction Industry Scheme (CIS) Services

Our Payroll services ensure that your team get paid properly, on time, every month and ensures that your business is fully compliant with HMRC and the Pensions Regulator.

Monthly Payroll Services

Payroll these days can be a minefield and take up a lot of your time. We can take care of your payroll and ensure you comply with all statutory regulations and deadlines.

Monthly Auto Enrolment Services

For customers using our payroll services, we are also able to provide an auto enrolment solution to keep you compliant by dealing with all of the paperwork required to operate an occupational pension scheme for your team.

P11ds

If you provide benefits to your employees – cars, private medical insurance, gym membership, etc. – we will prepare and file the annual P11D forms to HMRC for each employee who receives these types of benefits.

PAYE Settlement Agreement

Calculation and completion of your annual PSA for entertainment expenses, etc., that are provided for employees, ensuring the business is operating as tax-efficiently as possible.

Posting Your Monthly Wages Journal

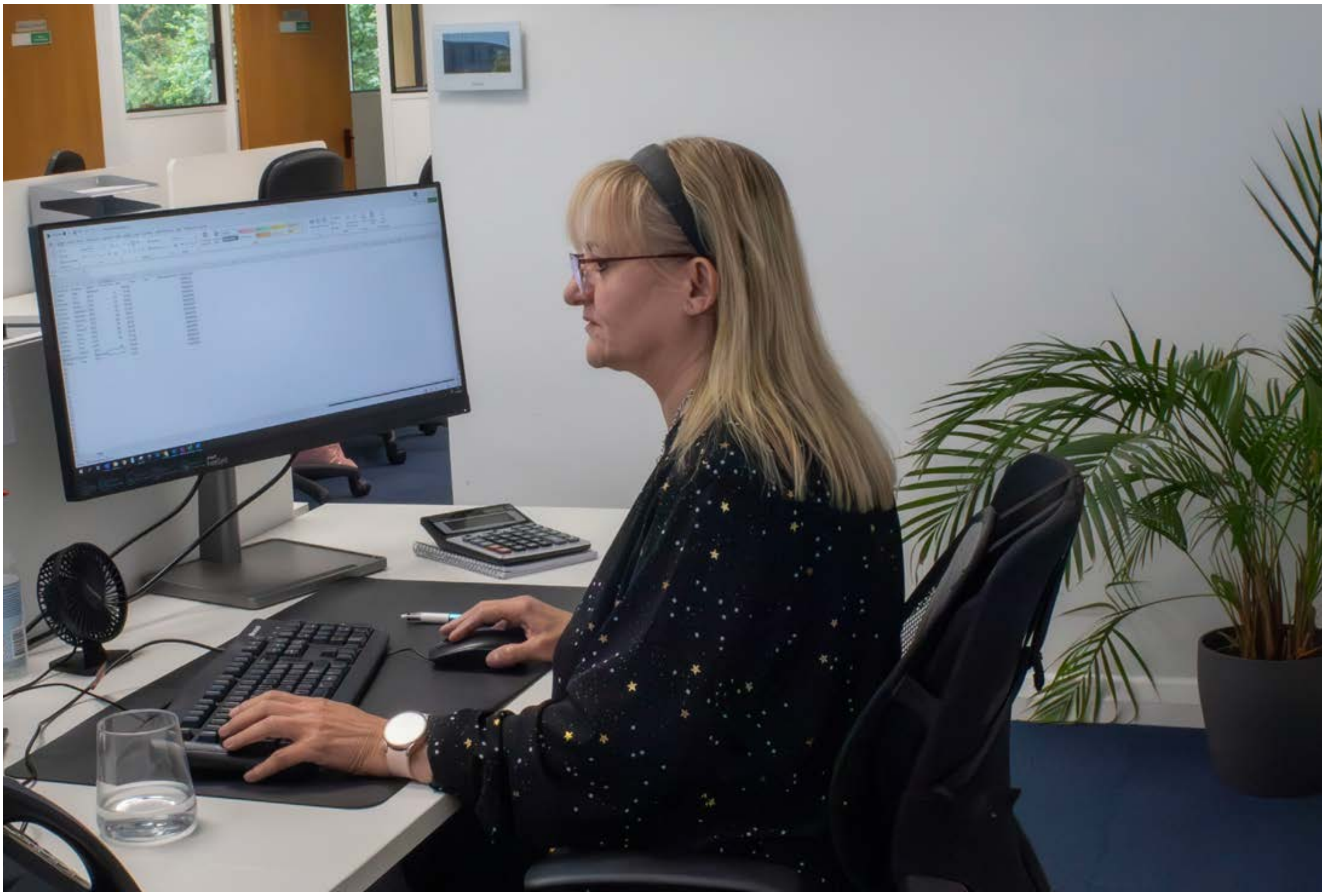
In order to ensure you have up-to-date financial reporting, we'll log in to your Xero accounting system every month and post the wages journal from your payroll summary report.

Construction Industry Scheme (CIS) Deductions for Sub Contractors

Completion of monthly CIS300, online submission to HMRC and provision of subcontractor statements every month.

Construction Industry Scheme (CIS) Suffered for Main Contractors

Reconciling your CIS suffered each month including claiming a tax refund/offset after 5th April each year where necessary.



Business Support, Finance and Invitation Only Investment Opportunities

We go further to help you get the most from your personal and business finances. We leverage our professional network to bring you exclusive deals and opportunities. These are just some of the ways we are currently helping our clients.

HR Support

Running a successful business is about more than revenue and profits. You need great people to support you too. HR and employment law needn't feel like minefield. This is a complete service including recruitment, contracts, employee handbooks, pay, pensions and more.

Working with our trusted experts you'll have the support you need to resolve sensitive problems:

- Tackling sickness absence
- Growing or downsizing your team
- Managing performance or a difficult employee
- Understanding your legal obligations as an employer.

Helping You Make Smart Financial Choices

Working with Meades gives you access to our Wealth Management team who will help you to take control of your personal financial future. Together we can help you reach your goals, both professionally and personally.

We will only ever make investment recommendations based on what we truly believe in. Whether our clients are looking for growth or income, we collaborate closely with the individuals and businesses we work with to effectively communication and manage the potential risks and rewards of their investment options in a clear, easy-to-understand way. Please be advised that the value of investments can fall as well as rise. You may not get back what you invest.

Our team can support you with investments, pensions and insurance.

Meades Wealth Management Ltd is an appointed representative of Timeline Wealth Management Limited which is authorised and regulated by the Financial Conduct Authority no 963229.

Raising Finance

With various types of financing available to businesses, and a multitude of funding companies out there, each with their own rates, rules and areas of expertise, it is hard to know where to start.

Meades Group has partnered with a company that specialises in finding the perfect match for funding, with access to hundreds of funding companies and a unique software solution that narrows down the most relevant suppliers. Not only have we found their service to be excellent, Meades Group are certified to support you through the process.

Maximising Profit Through Property

Propiteer Capital PLC gives you the opportunity to easily grow your money by investing in a unique portfolio of desirable, asset-backed projects.

- Asset-backed returns
- Propiteer Capital PLC secure your funds against asset backed projects, providing security against your investment.
- Invest in a diverse portfolio
- Your funds are spread across their diverse property development portfolio with a gross development value of over £800m
- Easily plan your finances

Whether building your pension or diversifying your portfolio, Propiteer's attractive returns combined with Fixed Rate+ make planning your financial goals easier in today's volatile market.

Membership is exclusively by invitation. As a Meades client we can introduce you to the club. There's no obligation to invest and you'll be kept informed of new opportunities.

HJ Collection

HJ Collection is now a dominating developer with a rooted purpose to contribute to easing the housing shortage through greener purposes.

They have an extensive development skill set and can offer investors above-average fixed returns with the security of 'bricks and mortar' without the hassle of looking after tenants or worrying about occupancy.

Tax-Efficient and Growth Investment Opportunities

Providing tax-efficient and growth investment opportunities for their network of sophisticated private investors and introducers.

Growthdeck focus heavily on providing their investors with tax efficient opportunities that maximise returns. Their team has extensive experience in identifying investments that qualify for the Enterprise Investment Scheme (EIS) and relief against inheritance tax and capital gains.

Why choose Growthdeck?

- Tax-efficient investments
- Private fundraises
- Networking events
- Sector experience
- Class-leading platform

Completing The Circle of Your Financial Affairs

As part of our drive to deliver financial certainty in an uncertain world, we've invested in our team, systems and processes to bring first-class accountancy support to your business.

As a business owner, however, you must look beyond your business numbers and explore the areas outside of your company where you could be getting more value too.

To complete the circle of services for business owners and to give you the best possible advice, we must give the same detailed attention to your personal and business finances. To ensure you're gaining the highest rewards for your efforts, you may need wealth management support too. However, when we explored the options available, no service could match our values and ethics in delivering the level of service we demand.

So to bring you financial certainty in an uncertain world, we built our own wealth management business.

Together, we can help you reach your professional and personal goals.

Introducing Meades Wealth Management

Investment - Planning is Everything

We will only ever make investment recommendations based on what we truly believe in. Whether our clients are looking for growth or income, we collaborate closely with the individuals and businesses we work with to effectively communicate and manage the potential risks and rewards of their investment options in a clear, easy-to-understand way. Please be advised that the value of investments can fall as well as rise. You may not get back what you invest.

- ✓ Offshore/Onshore Bonds
- ✓ ISA's

Pensions - Working for Your Future

Our advanced pension specialists can help you map out the next step for your pensions, whether you're an individual thinking about the next step, or a company planning for the future. We'll work with you and offer industry-leading, impartial advice relating to workplace pensions, final salary schemes, self-invested personal pensions (SIPPS) and small self-administered schemes (SSAS).

- ✓ Company Pensions
- ✓ Retirement Planning
- ✓ Workplace Pensions
- ✓ Bespoke Pensions SIPP/SSAS
- ✓ Personal Pensions

Insurance - Protecting the Things That Matter

Our extensive knowledge of, and experience in, the wealth management industry has meant we have an unrivalled portfolio of insurance products available to us and our clients. By fully assessing and understanding the needs of our clients, we can recommend the best possible package.

- ✓ Key man
- ✓ Private/Medical
- ✓ Income Replacement
- ✓ Relevant Life Plan
- ✓ Life/Critical Illness Cover

Customer Story: Fencing Contractor

The Challenge

Growing from operating as a small, sole trader company to a VAT registered limited company.

Background

In November 2005, Meades Group was appointed by a self employed fencing contractor working alongside his son.

The small business found it easy to obtain work due to its reputation within the industry. However, in order for the owner to achieve his lifetime ambition, drastic changes needed to be made to take it to 'the next level'.

Our advice was to establish a VAT registered limited company, whilst at the same time retaining sole trader status for when working with non-commercial clients. This provided the facility to manage and grow the business without having to charge VAT to non VAT registered customers, whilst ensuring all the necessary tools were in place to support the firm's further growth.

Once sufficient additional business was generated, the sole trader business was subsequently closed.

Following formation of the limited company, we also held regular year end account meetings, ad hoc support meetings and provided regular guidance and advice, helping the client's long term goals be met.

What Did We Achieve?

- ✓ An increase in turnover by 2285% to almost £2million per annum
- ✓ Trading from own premises – allowing for increased production by selling fencing supplies, not simply fitting them
- ✓ Bulk buying – facilitating a change in client profile and optimisation of turnover
- ✓ Increased staff numbers – enabling further business expansion
- ✓ The owner was also provided with tax planning advice, resulting in tax savings of approximately £250,000 over a 5 year period. He has subsequently invested in a property portfolio of five buy-to-let dwellings, providing financial security for the future of his family.

What Else Did We Do?

With help from De Montfort Professional Wealth Management, we have taken over the management of the owner's pension portfolio. This is now growing steadily, providing peace of mind for his retirement.

HR advice and credit control advice has also been provided.

When we asked the business owner what business lesson could he share with Meades' other customers, this is what he said:

"Get a good night's sleep! When I started in the business, in 1975, I took on the accountant that my Father and his Father before him had been using. He was great at 'keeping me legal' and 'ticking the boxes' but I didn't really know what else an accountant could do for me. When he passed away, around ten years ago, and his daughter took over the practice, it coincided with me thinking about buying the yard. She felt this was too big a step for her to deal with so I started looking around. Having known Paul Meades previously as a friend I thought I'd give him a call and it was clear that he knew what he was talking about. Together with his brilliant team (the girls in the office couldn't be more helpful), they helped me through the purchase and have also removed the rest of the stress of running the business. I genuinely do sleep well every single night without giving my business a second thought. Paul looks after everything and lets me know the results as and when I need them. So, my advice is to find a way to get a good night's sleep!"

Customer Story: Teaching Big Brands to Speak in Small Voices

With 100% control of their numbers, and an accessible, optimised, simple view of the critical figures – in real-time – Peter and Tony can now make strategic business decisions with 100% certainty.

We Are Acuity Limited is a full-service design agency, with a niche offering to its national and global clients. The company started in 1998, born out of its founder, Tony Searle's, vision and ambition to stamp his own mark on the creative world. He was joined, during that first year, by Peter Cronin, and together they set about building a business to help global brands engage personally with their end-user audiences.

Over the last twenty-plus years the company has grown slowly and steadily, and today it employs twenty-six people in its vibrant and happy team. As you can imagine, there have been many challenges and stories along the way, and they have learnt enough life and business lessons to fill an entire book – but this overview will share just a few of those key ideas and the company's ongoing vision for the next twenty years.

Building a Business by Design

Peter Cronin had been influenced by an entrepreneurial father, who he saw running a design agency, from an early age. This inspired him to pursue a similar direction and, after finishing his degree in graphic design from the London College of Printing, he set off to find his place in the world. This adventure started with a few years travelling in Australia, where he worked in various ad agencies, then continued closer to home with agencies in Rickmansworth and Harrow-on-the-Hill. Nothing he found in those places quite ticked the box, and he eventually answered an ad which brought him into Tony's fledgling business.

Today, Peter is the company's managing director, and his job is to shape and steer its direction towards the vision of becoming the UK's foremost retailer marketing agency. And they're doing that by using their clients' Global Creative and Activating it Locally.

In those days, however, they had just one customer (albeit a global automotive brand), and all their attention went into making sure its requirements were being maintained. But, while working with Citroën was rewarding and exciting, Tony and Peter were very aware that a one-client business model is not a sustainable one. So, they set about implementing a project of expansion and diversification to shore up their market position and create a platform for growth. They also laid down one of the underlying principles of the business in those early years – and it is one that has served them well ever since.

'A narrow specialism broadens the geography.'

In real terms, this means that a business with a niche service, which cannot be easily replicated or found elsewhere, will attract the right clients from far and wide. A more generalised 'me too' business, however, tends to be a choice based on price, convenience or impulse buy.

From Big to Small and Small to Big

Paradoxically, as a relatively small business that markets its services to national or global giants, We Are Acuity's expertise is translating giant, internationally recognised brands into tangible services that engage with individual end-user customers in their homes or on the high street. Soon, after proving that their service and specialism was generating results for Citroën and beginning to spread their message, other big brands began to take notice.

As the business grew and Tony and Peter set their sights on attracting more of their ideal clients, it quickly became clear to them that moving from a small business to a larger business was fraught with challenges. They realised that growing a business was not as straightforward as winning customers and increasing the capacity to deliver. With growth came the need for extra staff, and that meant internal policies, which led to new processes and training; then scaling up the facilities and equipment followed, and so on and so on ... Growth, it seemed, meant more than just working with more clients and bigger numbers.

'Looking back,' Peter observed, 'it is almost as if there are sticking points – three staff, nine staff, fifteen staff and then a team of twenty – where a step change is needed before you can grow beyond each stage.'

Scaling up by Laying Processes Down

The other difficulty in expanding from a twoperson, then a five-person business, and into double figures, is that client interactions become spread across more people. Where a phone call from Peter to chase up an invoice or verbally agree a purchase order was once deemed acceptable, a deeper level of professional process now beckoned. Tony and Peter soon learned that there are only a limited number of hours in the day and that other people needed to take on some of the tasks that they had previously entrusted only to themselves.

Even the colouring in (or, in other words, the creative design work which they both loved so much) would increasingly (if occasionally begrudgingly) be left in the hands of the design talent they had employed to deliver the frontline results. Growing a business can be incredibly cruel sometimes, too ...

Fortunately for Peter and Tony, they recognised early on that only the best design talent in the marketplace would meet the expectations that their clients had come to expect. So they chose their replacements carefully and backed them up with an equally talented support team, and eventually arrived at a place where the client services department outnumbered the designers.

Today, almost everything adheres to a process, and everyone knows exactly what needs to be done at every stage of a project. You might be forgiven for thinking that this formalisation might hinder the output of a creative business, but the reality is quite the opposite We Are Acuity is delivering some of its most advanced, exciting, creative, eye-turning and best-performing results to-date – and Peter and Tony are even getting to do a little bit of the colouring in themselves from time to time.

Meades are Making Sense of The Mist

When the business started, as with all startup businesses, the accounts were completed in-house, then signed off by an accountant. A bookkeeper was introduced as the business grew, initially freelance, and eventually on the payroll. And, as time went on, the company evolved its own internal way of doing things that was both unconventional and inflexible. The headline numbers looked OK, and cash flow seemed to be running in the black, but Peter couldn't escape that niggling feeling that some inefficiencies lurked ominously under the bonnet.

A bit of research, a recommendation from a book called The World's Most Inspiring Accountants, and a few meetings led the company to hire Meades Group to take up the mantle of managing their accounts. In describing how he knew that something needed to change, but it was still a frightening prospect, Peter said: 'Changing from Sage to Xero felt like the biggest thing we had done in twenty years.' With a smile, he then added, 'But the sky didn't fall in and the end result was like walking out of thick fog and into clarity.'

With 100% control of their numbers, and an accessible, optimised, simple view of the critical figures – in real-time – Peter and Tony can now make strategic business decisions with 100% certainty. This means that they can find even more of the 'right' customers, with the right profiles, that will reward the business with the right return.

From a start-up with one customer, a handful of talent and big ambitions, twenty years ago, We Are Acuity has become a process-driven, marketleading specialist in creating multi-channel marketing strategies and creative campaigns. Its clients include global car manufacturers, e-commerce giants, hotel chains, international coffee shop brands, national supermarkets and a whole range of big-name retailers who are looking to engage with their end-user clients in their homes and on the high street.

The chances are that, even if you didn't know you were doing so, you have come into contact with some of We are Acuity's handiwork. And if you have, now you are aware that it is all down to the process-driven scaling up of two men's twenty year-old vision and creative ambition.

Customer Story: Waste Recycling Company

The Challenge

Turning two loss making, insolvent businesses into profitable companies.

Background

In 2009, Meades Group was appointed by a waste recycling firm at a time when it was making a loss of over £350,000 a year.

The director moved his business to us after Paul Meades demonstrated how we could initially save the owner £16,000 in personal tax per annum.

Today, we provide the company with an all-inclusive service featuring monthly management accounts, management information, ratio analysis, cash flow and profit forecasts and KPI monitoring. Year end accounts, payroll and tax returns are also included.

Furthermore, the business is reliant on significant financial support from a high street bank. Under the terms of the agreement, and to help ensure ongoing funding, we supply extensive information on a regular basis including twice yearly projected profit and loss accounts, balance sheets and cash flow forecasts. This crucial information is essential for the continuation of bank support and loans, hire purchase and business overdraft.

Over the last three and half years, we have held monthly meetings with the owner, helping address other areas of the company requiring improvement. Acting as a sounding board has proved invaluable to the client who historically had only ever worked 'in', rather than 'on' the business.

During the same period, we have been helping to mentor a second business 2 (for the same client), including the supply of monthly management information, graphs, technical guidance and attending regular meetings.

What Did We Achieve?

- ✓ Helped turn a loss of £350,000 in 2009 to £650,000 profit in 2012 – an improvement of £1m over three years
- ✓ Helped turn a negative balance sheet of £850,000 in 2009 into a positive balance sheet of £1,400,000 in 2012 – an improvement of £2.25m in 3 years
- ✓ Converted a £300,000 overdraft in 2009 into a positive bank balance of £650,000 in 2012 – an improvement of £1m
- ✓ Saved the business owner £260,000 in tax to date Most importantly we have been informed by the client's bank that our guidance enables it to continue to provide financial support, consequently avoiding the forced sale of the family's assets.
- ✓ In 2009, this company was not making a profit; in 2012 the profits were circa £200,000
- ✓ It had a zero balance sheet in 2009. In 2012 the balance sheet stood at £160,000
- ✓ Saved the business owner £50,000 in tax

What Else Did We Do?

We continue to offer guidance on asset purchases, financing, investments, loan repayments, business rates, personal finances, life insurance etc, thereby providing the owner and his family with additional peace of mind.

Most recently we sourced an alternative new car supplier, resulting in the cancellation of a previous order. Despite the loss of £1,000 deposit, we helped save an additional £8,000.

"If you think it's expensive to hire a professional to do the job, wait until you hire an amateur." Red Adair

Meades Group

Meades Group Limited
39 The Metro Centre
Tolpits Lane, Watford
Herts WD18 9SB

01923 800444
experts@meadesgroup.com
www.meadesgroup.com