

# Clarity



THP'S BUSINESS AND PERSONAL VIEW

May 2014

## Cheap Wills? The easy way to lose a fortune

**Have you had your Will drawn up by a solicitor, bank or even one of those cheap (or 'free') Will writing companies?**

**I**f you have, and you also own substantial business assets, watch out. You could be waving goodbye to tens or even hundreds of thousands of pounds – good money that you could easily be leaving to your family or heirs.

The way these companies get their hands on large chunks of your money is clever. In exchange for drawing up your Will for a small or non-existent fee, some banks, solicitors and Will specialists insist on being appointed as your executor. Then, when you die, they charge an exorbitant sum for handling the probate.

Take the banks. A Which? report in 2010 found that they charge an average of just £85 to draw up a single Will. But once you've named them as your executors, they wait for the real money to fall into their laps on your death. Even if you leave a modest £325,000 estate, Which? found that upon your death they'll charge in the region of £12,750 – about 4% – for administering it.

In contrast, if you were to ask THP to provide the same probate service, it would cost you only 0.99%, plus a specially negotiated £400 solicitors' fee for dealing with the legal aspects of the probate. This would make your final bill a somewhat more reasonable £3,618.

But that's just the start. If you and your spouse are likely to leave an estate worth more than £325,000, you will need specialist advice on minimising Inheritance Tax – and that's something that few banks, solicitors or Will-writing companies are able or willing to provide.

This figure of £325k is important because it is the current 'nil-rate band' – the total amount you can leave your heirs without paying any Inheritance Tax. If you are married, you can

leave all of your assets to your spouse tax-free – they will then also inherit your 'nil-rate band' to add to their own. This means they can subsequently normally leave up to £650,000 free of Inheritance Tax, and only have to pay 40% IHT on any estate value above this amount.

To give a simple example, if you and your spouse were to die together, leaving assets worth £1.5 million, you can leave £650,000 to your children or heirs without paying a penny in tax. But you will have to pay 40% tax on the remaining £850,000 – that's a hefty IHT bill of £340,000.

What the cheap Will writing firms rarely tell you is that it may be possible to extract further substantial benefit from using the nil-rate band. Where there are business or agricultural assets in your estate, by including a nil-rate band discretionary trust in your Will, a tax-free fund can be created in a way that will reduce the tax payable on the death of the surviving spouse.

We have saved hundreds of thousands of pounds for our clients by doing exactly this – but, to get it right, your Will must be drafted by someone who is in a unique position to fully understand your financial affairs, and is in a position to advise you – your THP accountant.

**And the catch? There isn't one.**

We simply charge you what our Will-writing and advice service actually costs us to provide – £500 for a single Will, or £750 for two 'mirror

Wills'. We don't even insist on acting as your executors, although as you've seen our probate service costs less than a quarter of that offered by the average bank – who would probably be asking us to provide the bulk of the financial data at an additional charge anyway.

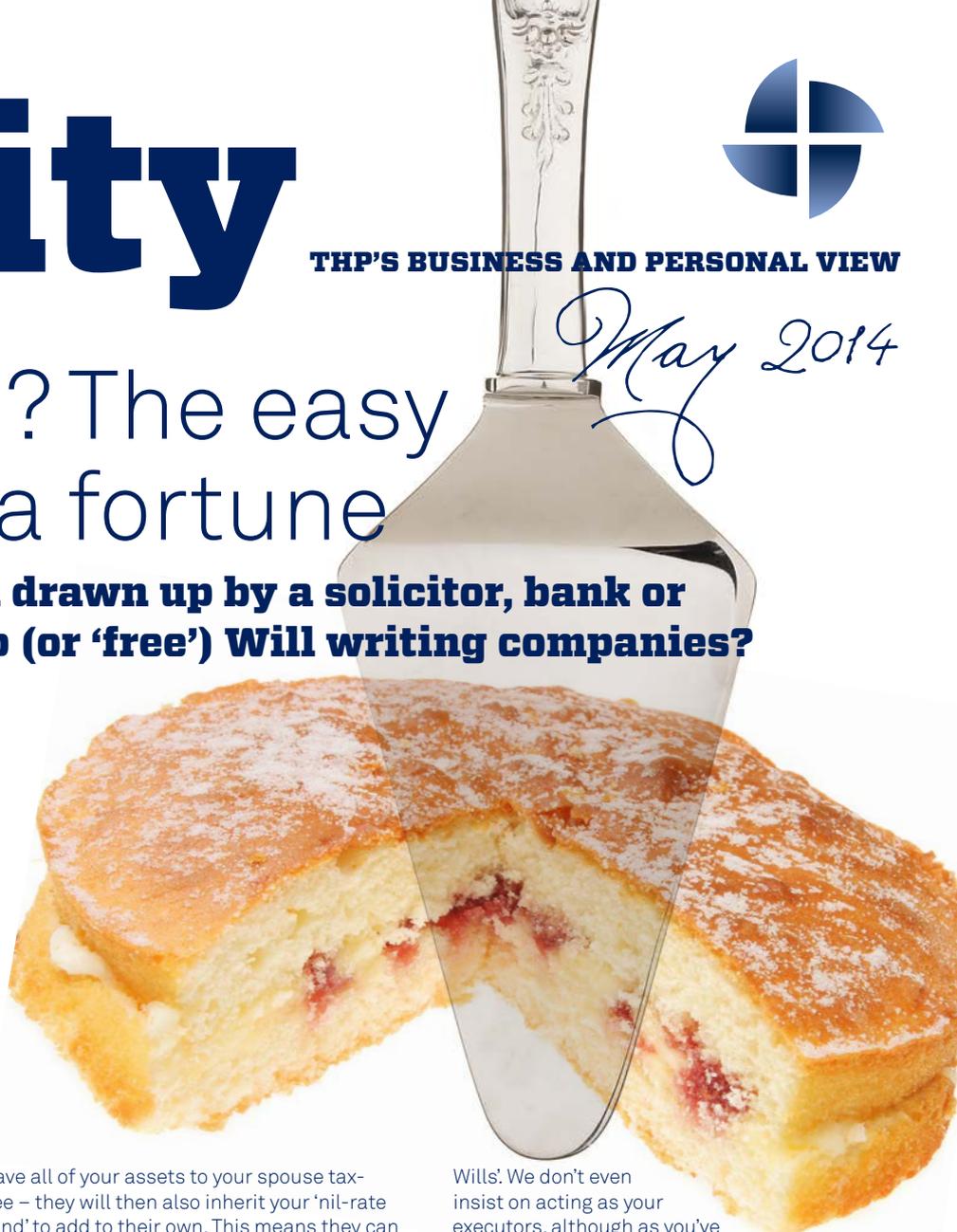
In return for these modest fees, you could not only save tens of thousands of pounds in executors' fees, but also hundreds of thousands in Inheritance Tax.

So don't give away a substantial portion of your loved ones' inheritance for the sake of a bargain-basement £85 Will. Get in touch with your THP account manager today and we'll do all we can to make sure you don't lose out to either the cheap Will specialists – or the tax man!

**Adrian Hart**

**ISSUE**

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# News Round-Up

## ACCOUNTANCY AND FINANCIAL NEWS AND UPDATES FOR THP CLIENTS

### BUDGET 2014 - WHAT IT MEANS FOR YOU

This year's Budget brought in a raft of measures designed to benefit businesses, savers and those paying into pension plans. There are a lot of changes to get to grips with, but we've summarised the key points below for your benefit.

- **PENSIONS.** Restrictions on how you take pension income will be scrapped. From April 2015, anyone over the age of 55 will be able to take their entire pension pot as cash and you won't have to buy an annuity. However, there are also proposals to lift this lower age limit to 57 from 2028.
- **INVESTMENT.** Capital allowances for businesses have doubled to £500,000, in a bid to make it easier for SMEs in particular to invest. This will last until 31 December 2015.
- **ENERGY.** A green tax – the Carbon Floor Price – has been capped, which will lead to major energy savings for manufacturing businesses in particular. A medium-sized manufacturer is likely to save £50,000 annually on its energy bill, while a family will pay about £15 less.
- **SAVINGS.** Cash and stocks ISAs will be merged into New ISAs (NISAs) and the limit for tax-free saving will be raised to £15,000 from £11,520.
- **PERSONAL TAX ALLOWANCE.** From next year, you won't have to pay tax on earnings under £10,500, a £500 increase in the threshold. The higher rate tax threshold will also rise 1% to £41,865.

Overall, the Budget was positive for individuals and businesses alike, but it's worth looking at the detail to find out exactly how you are affected. To learn more, visit our budget round-up at <http://www.thp.co.uk/tax/budget-2014> or give your THP client manager a call today.

### HMRC GAINS ROBUST NEW POWERS

The taxman has been given major new powers as a direct result of this year's Budget. They will allow officials to recover tax directly from debtors' bank and building society accounts, including ISAs.

The powers are likely to be used against those who owe at least £1,000 and have been contacted multiple times and asked to pay. The move is likely to cause significant concern among civil liberties groups – but the government expects the move to generate £4bn over the next five years.

So, if you owe any money to HMRC, now might be a good time to pay – before you find the taxman helping himself!

### 600,000 TO BECOME HIGHER RATE TAXPAYERS

During 2015/16, an additional 600,000 people are set to be taken into the 40p tax band – making a total of 5.3 million higher-rate tax payers.

Even though the higher rate threshold is rising 1% as a result of the Budget, the Institute of Fiscal Studies has found that wages are growing faster, pulling more people into the higher band.

But if you have employees on the edge of the higher rate band, you may be able to prevent them from paying extra by offering benefits in place of pay rises. To find out more, give us a call to talk through your options.

### REDUCE YOUR EMPLOYERS' NICs BY UP TO £2K ANNUALLY...

From 6 April this year, employers began to benefit from the Employment Allowance, which can reduce your Class 1 National Insurance Contributions by up to £2,000 every year.

# £2,000

If you have a business or a charity that pays Class 1 NICs on employees' or directors' earnings, you will be eligible for the relief. All you need to do is claim it using your updated 2014-15 accounting software – there will be a box to tick. If you're unsure how to do this, speak to your THP client manager.

You can check your eligibility and get further information from <https://www.gov.uk/employment-allowance>

Budget update: employers will also benefit from the scrapping of NICs for under 21-year-olds.

### DIGITAL PURCHASES SET TO ATTRACT VAT

Are you a fan of music or e-book downloads? Then watch out – you could soon be paying 20% extra thanks to government plans to slap 20% VAT on all digital purchases. The change, which will come into effect in January, will see VAT charged in the country where the goods are consumed – rather than where the supplier is based. That would see the typical iTunes track go up from 99p to £1.16. VAT yields are set to rise £300m as a direct result of the levy.



### REFER US - AND WIN A HAMPER!

We would like to say a huge 'thank you' to the many clients who have provided us with recent referrals to people and businesses who have become THP clients. We hope you enjoyed your gifts.

If you know of anyone in need of a fresh approach to accountancy, then please let your Client Manager know. If they become clients, we'll give you the choice of a food hamper, wine hamper or a donation to a charity of your choice.

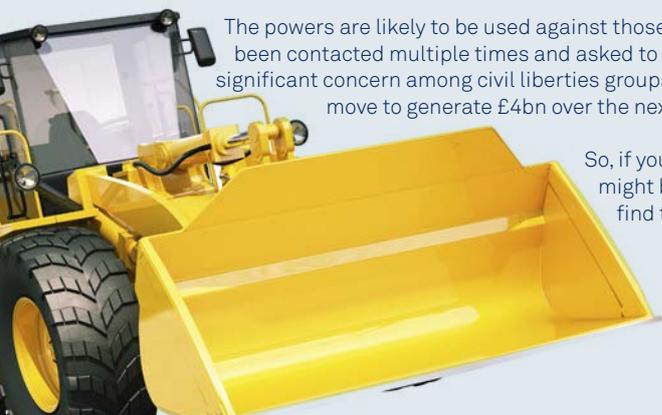


### NIGEL REYNOLDS INTRODUCES HIS CLIENTS TO THE TEAM

On Thursday 13 February THP Wanstead introduced some of Nigel's clients to the Wanstead office team and thanked them for their custom – past and present. It was a great opportunity for Nigel's clients to see the office and also meet the Wanstead team members – as well as have a drink with Nigel, Ryan and James.

### SUBMIT EARLY, WIN A FREE TAX RETURN SUBMISSION!

Send us the paperwork for your personal tax return by 31 August 2014, and we'll automatically enter you into a prize draw. One lucky client at each of our offices will get next year's tax return compiled and submitted completely free of charge.



# The long haul – to state-of-the-art archive storage

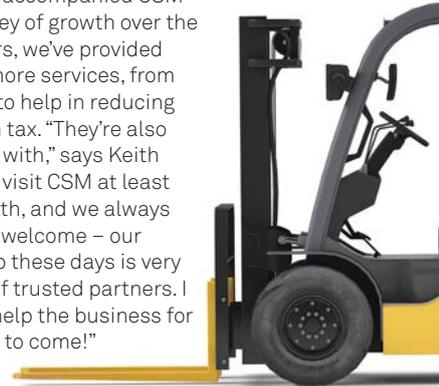
In 30 years, THP client CSM has evolved from a small haulage firm to a network of successful businesses – including a growing archive and storage company. We find out how they did it.



It's an approach that is paying dividends. CSM recently opened a brand new, climate-controlled warehouse that not only allows it to store more, but also helps it reach out to clients that need to keep documents in consistent conditions.

THP was closely involved in the new warehouse project, advising the company on ways they could use it to support a pension fund and reduce its tax liabilities. "I like working with THP," Lee says. "They're really friendly and they're very good at finding ways to save you money. They're always looking for new opportunities to help the business thrive."

As THP has accompanied CSM on its journey of growth over the last 30 years, we've provided more and more services, from VAT advice to help in reducing corporation tax. "They're also fun to work with," says Keith Pullen. "We visit CSM at least once a month, and we always get a warm welcome – our relationship these days is very much one of trusted partners. I hope we'll help the business for many years to come!"



**C**SM Storage & Archives in Dagenham celebrated 12 years of trading this year, but THP's relationship with the people behind the firm stretches back much further.

CSM's earliest takers for this service were solicitors and insurance companies, but with a lot of persistence and dogged hard work it built up a roster of larger clients that includes NHS hospitals, major pensions firm Hymans Roberston, developer Countryside Properties, global ratings specialist Fitch Ratings, the London Chamber of Commerce and the London Symphony Orchestra.

Back in 1984, CSM's Colin Morton was running a small haulage business when he was referred to Keith Pullen, now a director at our Chelmsford branch. To begin with we supplied the firm with Management Accounts to help it grow its business – and 30 years down the line Colin has grown a network of successful companies under the CSM brand.

Colin's son-in-law Lee Harris now provides day-to-day leadership of CSM Storage & Archives. He explains how the company came into being. "Our haulage company owned bonded warehouses to store goods for shipping companies. We saw an opportunity to move into other types of storage, particularly for documentation that businesses didn't want to – or couldn't – store on their own sites."

"It was hard work building up the business in the early years," says Lee. "It can be difficult to convince clients to switch providers simply because of the logistical difficulty of transferring a large archive. Also, firms often have tie-in clauses that include termination costs, although we will often absorb that cost if a new client signs up to our service for three years or more."

Slowly but surely, larger clients began to make the move to CSM. "One of the major factors in our favour was cost," explains Lee. "Cubic foot costs for storage in the city have risen and risen, making our service an attractive option. We're only a short distance from London, but our overheads are nowhere near as high."

The quality of CSM's service is also a deciding factor, particularly when it comes to client retention. "We aim to provide a much more personal service than our competitors. We don't route enquiries through call centres – we answer every call ourselves. And if a client needs to access papers in a hurry, we'll do all we can to locate them quickly and send them by one of our dedicated vehicles."

## BEFORE GOOGLE MAPS...

Digitisation is changing the way we create and store documents. But there's little as fascinating as a trawl through an archive of past records. One of our favourite items can be found in the National Archives in Kew – it's a lady's glove from 1851 with a map of London painted on the palm. In the days before Google Maps and smartphones, it was a clever way for fashionable ladies to find their way to and from the Great Exhibition in Hyde Park.



# From receivership to a new firm of thriving bakers



Martyn Middleton tells us how he took a bakery firm from the brink of collapse and created the now-thriving Peacock Foods.

I first started working with THP seven or eight years ago. My wife and I own the Jack and Jill Day Nursery in Chelmsford, and Keith Pullen has been our accountant for all those years.

Keith is very supportive, understanding and sympathetic. He always offers a constructive view on how to save tax, invest money and improve our accounting processes. THP also looks after our payroll – Claire Dittrich at the Saffron Walden office looks after this service brilliantly.

When I discovered THP, I was impressed because this wasn't a company that was just trying to expand its client list. They were a complete contrast to the accountancy firms we used in the early days of the nursery – these never gave us a clear understanding of what we were paying for. In contrast, THP assisted with all the financial dealings of the business. I found it a comfort.

THP was also a major help in my next project. Back in 2010, while my wife looked after the day-to-day running of the nursery, I worked as a sales manager in a bakery in Halstead. One Friday I was sitting at my desk when a man walked in and said: "I'm putting the company into receivership. What would you like to do?"

To be honest, I didn't know what to do at the time, but the receiver told me: "I'll be back on Monday. If you're interested in running the business, let me know."

So I teamed up with another colleague, Vlad, and together we took over the business and renamed it Peacock Foods. It cost us nothing, but we had to take over the lease and keep on over 40 staff. It was a daunting prospect.

We knew that the first year was going to be tough. Suppliers had little confidence in the business, so they were unwilling to give us good credit terms or competitive rates on the ingredients we needed.

Our immediate priority was to sort out our cash flow. We did this by turning to an invoice financing company. They would advance us 80% of each invoice we issued to customers, with the remainder after 4 weeks. Of course they took a cut as well.

That brought our cash flow forward a month. Our next priority was to rebuild trust with our suppliers. We made sure all the bills were paid on time, and really worked hard to prove Peacock Foods was going places again. It paid off. After about

six months, suppliers began to drop their prices a little. It made a huge difference. Even shaving 40p off the price of a 16kg bag of flour had a major impact - given that we use between 15–18 tonnes every week.

At the same time, we had to work hard to serve and expand our customer base. In our industry, there's a real oversupply of bakery products – retailers can choose between four or five good local and national bakers, so you have to provide a service that makes you stand out.

To begin with I concentrated on larger customers like Aldi, which we supply in the South East of England. With customers like this, you really have to be fast, flexible and efficient. You make sure you provide the bread, rolls





and cakes they need, delivered in the baskets or boxes they prefer, within very short windows of time. We did it really well – and we now get 150% more business from Aldi alone.

Next I looked for new business. One of the success stories here is the work we now do for the East of England Co-op and we are their nominated bakers in Essex. We work with other local producers to provide superb products from local ingredients and our next project is to get them accepted under the Co-op's Sourced Locally brand. So we might use fresh raspberries from Stanway, banoffee curd from Tiptree or Marriage's flour from Chelmsford to make delicious East Anglian products. We deliver these direct to Co-op stores, not to distribution centres, so they reach the consumer as quickly as possible.

But it's not just the big companies we bake for. Yes, we supply outlets like Budgens and Londis, but Peacock products are bought by school caterers, coffee shops and smaller retailers across the region. Our Yum Yum doughnuts are distributed across the whole of the UK.

All this effort to turn the company round paid off. By February 2012 we no longer needed the services of the invoice financing company. They were amazed and gave us incredible accolades – very few clients in our position manage to build up their cash flow so quickly. It normally takes years to break the cycle of needing a third party company to advance money on your invoices.

And of course, as the company grew, we came to rely on THP more and more. They were very supportive throughout and gave us excellent advice, as well as giving us help and support with all aspects of our accounting. But we knew from their work with us at the nursery that they would be there for us, no matter how difficult things might become. Nowadays, Keith and Mark visit us regularly and help us plan the way forward.

I'm proud of what the whole team at Peacock Foods has achieved in a few short years. Taking a company in receivership and turning it into a thriving concern isn't easy, and every person here has contributed to that. As long as we keep our innovation level high, our service exemplary and carry on building that confidence in our ability to deliver, I think we have a very bright future ahead of us.



### WHY THE BAKER'S DOZEN?

Societies have always had strict laws about bread and baking. As long ago as Ancient Egyptian times, bakers who cheated people would have their ear nailed to the door of their bakery.



Medieval Europe also had harsh laws for underselling, so bakers began giving customers a little bit extra – just to make sure they weren't accused of cheating. Soon it became common practice for bakers to give customers 13 loaves for every 12 they ordered – ensuring they never broke the law by accident!

### STRANGE WEIGHTS AND MEASURES

The baker's dozen isn't the only unusual unit of measurement out there. Here are some others – though as accountants we're happy to stick to the metric system!

- **DOG YEARS.** A Dog Year is approximately one seventh of a year, or roughly 52 days. It's based on the idea that dogs age seven times more quickly than humans – but the truth is that it varies from breed to breed.
- **JIFFY.** This is a real computing time measurement – it's one tick of a system timer interrupt, or typically 0.1 seconds.
- **CENTIPAWN.** A unit used by chess software to assess how strong a player's situation position is.
- **THE BIG MAC.** The Economist magazine compares the purchasing power parity of countries in terms of how much a Big Mac hamburger costs.





**KEITH PULLEN**  
Client Director and expert networker who leads from the front when it comes to giving the highest standards of service.



**SARAH BEEDON**  
Office Administrator who gives a warm welcome to every visitor – while training to be an accountant too!

**‘REMEMBERING EVERY CLIENT IS A VALUED CUSTOMER - IT’S SECOND NATURE TO US’. THP CHELMSFORD EXPLAINS HOW THEY’RE ALWAYS ON THE LOOKOUT FOR NEW WAYS TO HELP BUSINESSES AND INDIVIDUALS SAVE MONEY AND THRIVE**

Walk in to THP Chelmsford at any time of the day, and you’ll be greeted with the warmest welcome and the friendliest of smiles – whether you’re an existing client or you’ve popped in for the first time. We meet the team to find out what makes their branch of THP so special.

**WE TALKED TO: KEITH PULLEN, SARAH BEEDON, KATIE BOULTER, JEAN JONES AND MARK INGLE.**

**QUESTION. THERE’S ALWAYS PLENTY OF LAUGHTER AT THP CHELMSFORD. WHAT ELSE MAKES YOUR BRANCH STAND OUT?**

**MARK.** We’re one of THP’s smaller offices, but I think that’s a real strength for us. Clients love the fact we’re friendly and personable like a small independent firm, but also have access to the expertise of a Top 100 accounting firm – resulting in specialist services and bigger savings for the people and businesses we serve. It’s the best of both worlds, really.

**KATIE.** Yes, it’s our outlook that makes a real difference. We’re not stuffy and people feel there are no barriers when they’re dealing with us. We put people first – and they value the attention we give them.

**KEITH.** There are also the many extra things we put into relationships. You know you’re doing something right as an accountant when your clients call you for advice on completely unrelated matters!



**Q. UNRELATED MATTERS? WHAT KIND OF THINGS DO YOUR CLIENTS ASK FOR ADVICE ON?**

**KEITH.** All sorts of things. They might be thinking of buying vans or other equipment, so they’ll ask if we know of a good place to source them. I’ll happily refer them on if I know of good suppliers, but I also make sure to give them tax advice on what they’re buying.

**MARK.** They often ask for advice on other matters, and I think it’s because clients trust our opinions. One recently asked me for advice on taking out a pension, so I put him in touch with a good financial advisor who could help him out.

**SARAH.** I think it’s great that clients feel comfortable enough to talk to us about all kinds of different things.

**JEAN.** True. You never know what to expect! Clients have always got interesting things to say and I really enjoy working with the ones who have quirky interests.

**Q. QUIRKY INTERESTS? WHAT DO YOU MEAN?**

**JEAN.** Anything and everything! Off the top of my head, we have a lovely client who runs a jazz club. I love hearing about what people get interested in.



**MARK.** Sadly one of our quirkiest clients passed away recently. He was great! He had an old 1950s bus that was his pride and joy and he used to collect unusual old documents. I remember him telling me he’d bought a letter written by Napoleon Bonaparte.





**KATIE BOULTER**

Talented accountant with a flair for training clients to use cloud accounting software.



**JEAN JONES**

Senior Accounts Clerk with over seven years' experience in keeping clients' records in tip-top order.



**MARK INGLE**

Chelmsford's newest client manager, with a knack for reducing tax bills and building strong relationships.



**KEITH.** Getting to know all of our clients well is important because it encourages them to tell us more about their business. That means you can advise them before they make rash decisions. A good example was a client who wanted to build a new warehouse. I was able to suggest he spoke to his financial advisor and consider using his pension scheme to pay for the building, which saved him a lot of money in tax.

**Q. DOES NEW TECHNOLOGY HELP YOU KEEP ABREAST OF YOUR CLIENTS' PLANS?**

**KATIE.** Definitely. More of our clients are moving to cloud-based accounting software like FreeAgent. There are two great things about this. First, it's easy for clients to use – it's software that's designed with businesses rather than accountants in mind. Secondly, you can log in remotely and see exactly what's happening – and that means you can spot things you might be able to help clients with. It's a tool that allows us to be more proactive, much quicker.

**MARK.** It's also really helpful that you can spot problems before they become serious. We noticed in FreeAgent that one of our clients was having problems calculating his VAT returns properly, so we were able to get in touch and give him the training he needed to keep his business compliant.

**Q. KEITH, YOU'VE GOT A REPUTATION IN THP AS A BRILLIANT NETWORKER. HOW DO YOU DO IT?**

**KEITH.** Much of the networking I do is at a local BNI group. It's a good way of doing it because only one company of each kind can belong at any given time – so we're the only accountancy firm in the group. Some weeks I'll be invited to do a 10-minute talk on what we do, so I try to keep it topical and as useful as possible. For example, I recently spoke about tax planning opportunities as I knew that was of interest to several group members.

**MARK.** If Keith can't make it, I go in his place. As he says, the trick is to be topical. Often there are themes like RTI payroll that are very topical and uppermost in people's minds, so it pays to share your expertise in these areas.

**Q. BETWEEN YOU ALL, YOU MUST WIN A FAIR AMOUNT OF NEW BUSINESS. IS THIS SO?**

**KATIE.** Yes, we attract clients from all sorts of places. Many are referred on by existing clients, others come via our website and a lot come from networking activities.

**JEAN.** Some just wander in without an appointment and like what they see!



**KEITH.** The key is to meet potential new clients in person. Once we get to see them face to face, we have a very high conversion rate. They like the feel of our office and they feel confident we can offer them a much better service.

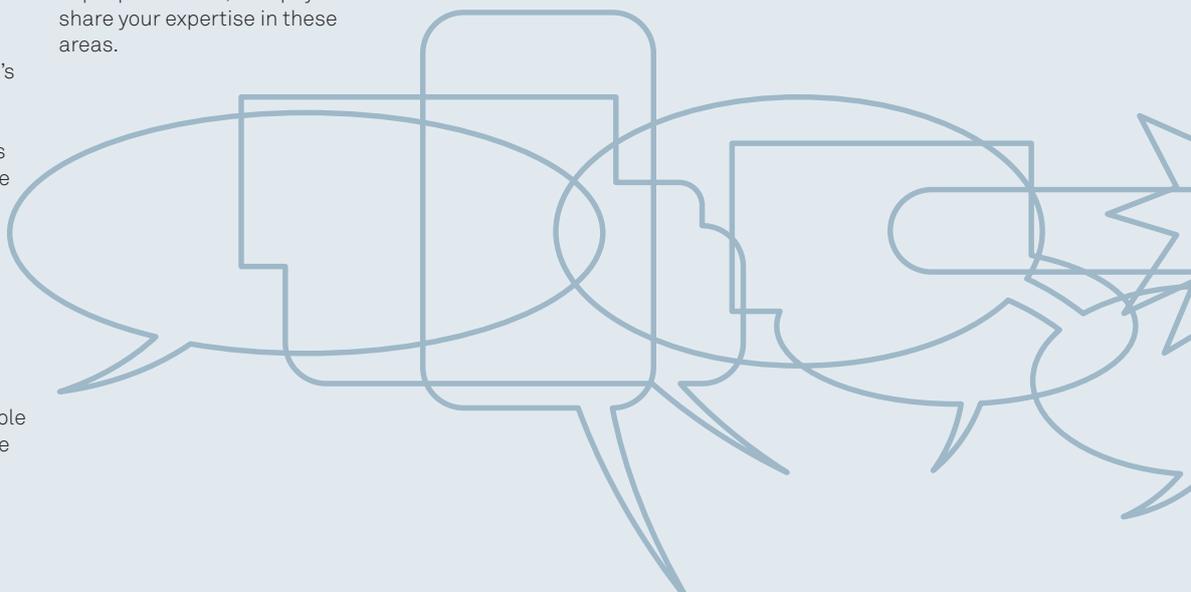
**MARK.** Everyone plays a part in that. The first person they see when they come in is Sarah, and she's fantastically friendly and really good at putting people at their ease.

**KATIE.** Then we always talk in language clients understand. We don't blind them with accounting jargon.

**MARK.** And our retention rate is very high too. It's very, very rare indeed that a client leaves us – instead we attract many who have received a poor service from other firms.



**KEITH.** It's about remembering that every client is a valued customer. It's second nature to every member of our team to do that – and that, I think, is the biggest secret of our success.



# Head in the Cloud? It's a no brainer...

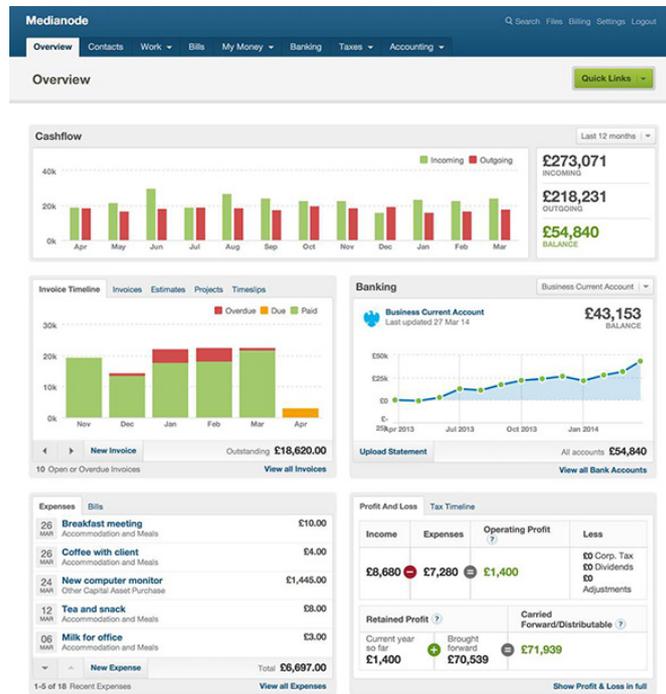
At THP, we often find that when many small businesses begin trading, they choose to maintain their accounting records in spreadsheets such as Excel. Then, when they need their accounts prepared, they box up all their books and records and bring them in to us. But as these start-up and small businesses begin to grow, their day-to-day accounting needs change too.

Using spreadsheets is a low-cost way of making sure your accounts are in order – but there is one major drawback, particularly as your business starts to take off. Because you almost never have up-to-date financial information at your fingertips, you end up basing business decisions on old figures – which is about as effective as driving a car while looking only in the rear-view mirror.

Luckily things are changing for the smaller businesses THP serves, thanks to pioneering work led by our Chelmsford office. The team is helping clients with a clever and easy-to-use online software package called FreeAgent. It not only makes small business accounting and processes a lot simpler, but because it can be accessed from any internet-enabled device you can also use it on the move – and let your THP client manager log in too.

This gives you instant insights into the current state of your accounts, and helps us provide you with a more proactive service – we can spot problems and opportunities in your figures much faster. We can even alert you about an overdue VAT return via a secure message that pops up on your iPhone while you are taking in the rays on your sunbed in Bermuda!

The Chelmsford team investigated many different 'cloud' accounting packages, and they found FreeAgent hard to



beat when it comes to ease-of-use, value and effectiveness.

Whether you log in from your PC, tablet or smartphone, FreeAgent allows you to:

- Send estimates and proposals via email at the click of a mouse
- Instantly convert estimates into invoices – and send them out
- See charts of invoice payments that are due, overdue or have been paid
- Track your out-of-pocket expenses, including scanned receipts
- Link your bank and PayPal accounts for easy reconciliation
- View easy-to-understand profit and loss statements
- Prepare for VAT and Corporation Tax time, with a timeline showing what you owe and when.

The Chelmsford team was so impressed by the software that they negotiated a special rate of only £15 per month for THP clients, whether you run a Limited Company, a Partnership

or are a sole trader. And by signing up via THP, you can also ask us to show you how the system works and ask us for help as you get used to using it – although, as project leader Katie Boulter points out, most people are using it like old hands within days!

The real proof in the pudding, however, has been the way FreeAgent has helped transform the businesses of many Chelmsford office small business clients for the better. They no longer have to use spreadsheets or graduate unnecessarily to more complex accounting software (or pay for regular updates or additional user licences). And all of them have found FreeAgent has made running their business simpler and cheaper.

Here are three businesses that are using this cutting-edge approach:

- **LOCATION PROPERTY** now enjoys complete control over invoicing and outstanding payments – thanks to FreeAgent's automatic link to

its bank account. Checking and chasing payments takes a fraction of the time it did when the business used spreadsheets.

- **BLOSSOM FLORISTS'** customers mostly use PayPal to buy flowers online. The feed from the PayPal account to FreeAgent saves them a huge amount of time.

- **SURFACE DEVELOPMENT AND ENGINEERING** loves the way it can create estimates and send out invoices at the click of a button. It's a world away from the spreadsheet-based accounts and word-processed invoices they used before.

With FreeAgent, you enjoy the benefits of having up-to-date financial information, a better service from your accountant, and the ability to access business information from anywhere in the world – all for only £15 per month. It sounds like a no brainer to me, and we're now offering the service to clients of all THP offices. We're also officially a FreeAgent friendly accountant – we recently flew through our FreeAgent Accountants Exam with flying colours.

So if you're a growing business and you haven't made the switch, why not call up your THP client manager and find out how you can switch over to FreeAgent today?

With your business in the Cloud, the sky will no longer be the limit!

