



The Bean Counters' Quarterly

Steve Kirkham C.A. Professional Corporation

June 2012

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Greetings!

Welcome to the June 2012 issue of The Bean Counters' Quarterly!

(This is being sent to you on July 3rd with the hopes that more people will be back from the long week-end and will take a few minutes to read...it's no fun for us if you don't read it)

Happy Canada Day and Happy Summer! We hope your summer is off to a great start! Those of us who work in public accounting get pretty excited about summer, even more than most people, because it signifies the end of tax season, including self-employed tax reporting on June 15th, and also large batches of corporate financial statements and tax filings on June 30th. So now we say -"Bring on the SUMMER"!

We're looking forward to getting back to 'normal' levels of busy-ness. Normal means we have more time to focus on all kinds of client services! Look for the **Spotlight on Business** below to see what kinds of services we can offer you.

There is also a **SUMMER SPECIAL** we're calling: **Do You Want To Talk About Your Sex Life Or Your Money?** Are you intrigued? See details below.

Read about our recent Team Day activity called The Accountants Scavenger Hunt Rally. It was a big success and a lot of fun! Also check out the **About Us** section to see what everyone on our team is up to for the summer.

JUST A REMINDER (in case you missed it or forgot....) **WE'VE MOVED!** See the Dialogue section to read Steve's answer to a question about what this move, into his own offices, means to him.

Our new address is:

[See Map](#)

2345 Wycroft Road
Suite 2
Oakville, ON
L6L 6L8
(same phone)
(Wycroft is just south of 403/QEW, between Third Line and Bronte Rd)

We look forward to having you 'drop by' our new office when you're in the neighbourhood.

In keeping with our recent trend of change and new spaces....we are now on Facebook! It's all very new, so give us some time to find our way, but you can Like us at:

[Facebook](#)

Have a SAFE and ENJOYABLE SUMMER!!

Best regards,

Steve Kirkham

The Dialogue Department!



The idea is to open the lines of communication on a topic or question that may be light and breezy or deep and serious, in an otherwise busy and hurried world. We'll start on our end by telling you about our thoughts on a particular topic or question, and then we'll wait to hear back from you - just hit the link "Here's What I Have to Say" and send us a quick reply.

Here's our topic/question for your consideration:

"What does the move to your new office mean to you?"

Our reply for this quarter is from **STEVE KIRKHAM**: "Finally, a place we can call our own. After having moved 4 times in my first 20 years in the biz, I can now say we are settled for the next 20. The last few months have been hectic putting everything together but now we have the coming 240 months (give or take a few), to enjoy our own space. No elevators to deal with, (hopefully) no parking issues, a convenient location, all make for a great future for our firm. We're still putting a few finishing touches on the space, but really look forward to servicing our clients from here for a long time to come. Please stop by when you're in the area and check out our new "digs"."

Here's What I Have To Say - (send reply to) steve@kirkhamca.ca



The Accountants Scavenger Hunt Rally

The Accountants Scavenger Hunt Rally GO TEAM KIRKHAM!

The team spent a fun, post tax-season day off participating in a car rally with a few other CA firms.

One of the tasks was to find something "pretty" for the boss to wear - can you spot what they came up with? (hint: it's the purple sparkly thing around his neck. Where's a pink boa when you need one? 9)

Look for several more fun photos of this event on the website Fun Page! Note the photo of the police officer...hmmm, what did they get up to?

They came in a close 2nd (out of 3!), but vowed revenge for next year.

[See more photos on our Fun Page](#)

Do You Want To Talk About Your Sex Life Or Your Money?



SUMMER SPECIAL: Do You Want To Talk About Your Sex Life Or Your Money? We would prefer if you choose Money.. and to help, we have a summer special for you:

One Hour With Steve Kirkham - YOUR FINANCIAL SECURITY REVIEW

The truth is that there are many studies and surveys out there that prove most of us would much rather discuss our private, intimate sex lives than to open up and discuss our personal (and very intimate) finances. Since we're accountants here, and not sexual therapists (or whatever they're called), we REALLY want to encourage you to discuss your finances!

We feel this is so important that we are offering a crazy (and generous) ONE HOUR WITH STEVE KIRKHAM - FINANCIAL SECURITY REVIEW! **Is it time you really looked at your financial security, with a professional to help you see what your financial security looks like as of right now?**

What's included: (Complimentary)

-A short Questionnaire for you to complete to help us assess your initial financial security profile

-A one hour discussion to review the information of your current financial profile with your short term and long term goals. Steve will offer some professional guidance as to next steps towards your goals, with a bird's eye view of your financial security.

(note: the complimentary One Hour with Steve will offer a lot of personalized information that will allow you to assess your financial security and determine next steps towards your goals! We also offer a full FSP program that involves detailed reports and a deeper level of involvement for a professional fee).

Spaces are limited and the One Hour meetings must be completed by September 30th, so if you're interested, please contact us and book your complimentary meeting soon.



SPOTLIGHT ON YOUR BUSINESS:

At **Steve Kirkham CA - Professional Services (More Than Just Bean Counters)**, we offer all of the Features that you will find within most public accounting firms, including:

- * Full range of accounting and auditing services, and bookkeeping services
- * Preparation of corporate tax returns, personal tax returns and other government filings
- * Assistance in financing proposals
- * Assistance in start-up or wind-down phases of a company
- * Various types of government required filings

Where we feel that we extend above and beyond most public accounting firms is in the Benefits we attach to the features. **Our firm develops a strong rapport with those which we do business with.**

Our goal is to know YOUR business and help you succeed!

With each client project that we undertake, we prepare an Improvement Findings note to help the client uncover issues that may be holding them back. We list items that we feel **"IF only you did the following - your success/growth could be realized"**. These are things that come to our attention during the task at hand, and we make it a point to customize a note for each client.

In addition to the standard accounting services we can also help you in a variety of other financially related matters including:

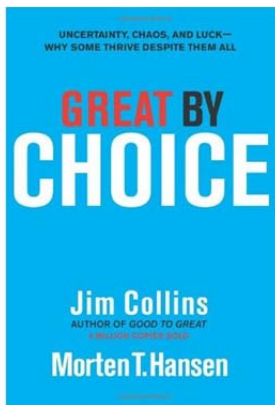
- * **personal financial planning,**
- * **bank financing,**
- * **start-up,**
- * **budgeting and cost controls,**
- * **estate and succession planning.**

We have associations with a variety of other professionals, including US tax specialists, lawyers, etc. that we do not hesitate to call upon to provide our client with the best service.

We can handle any financial or tax situation that you may have - just ask us!

Want to promote your business through our newsletter? Just send us a short bio along with logo/artwork and we'll put you in a future edition.

[Our website with services](#)



GREAT BY CHOICE: Uncertainty, Chaos, and Luck-- Why Some Thrive Despite Them All
by Jim Collins and Morten T. Hansen

The new question

Ten years after the worldwide bestseller *Good to Great*, Jim Collins returns with another groundbreaking work, this time to ask: Why do some companies thrive in uncertainty, even chaos, and others do not? Based on nine years of research, buttressed by rigorous analysis and infused with engaging stories, Collins and his colleague, Morten Hansen, enumerate the principles for building a truly great enterprise in unpredictable, tumultuous, and fast-moving times.

The new study

Great by Choice distinguishes itself from Collins's prior work by its focus not just on performance, but also on the type of unstable environments faced by leaders today.

With a team of more than twenty researchers, Collins and Hansen studied companies that rose to greatness—beating their industry indexes by a minimum of ten times over fifteen years—in environments characterized by big forces and rapid shifts that leaders could not predict or control. The research team then contrasted these "10X companies" to a carefully selected set of comparison companies that failed to achieve greatness in similarly extreme environments.

The new findings

The study results were full of provocative surprises. Such as:

- * The best leaders were not more risk taking, more visionary, and more creative than the comparisons; they were more disciplined, more empirical, and more paranoid.
- * Innovation by itself turns out not to be the trump card in a chaotic and uncertain world; more important is the ability to scale innovation, to blend creativity with discipline.
- * Following the belief that leading in a "fast world" always requires "fast decisions" and "fast action" is a good way to get killed.
- * The great companies changed less in reaction to a radically changing world than the comparison companies.

The authors challenge conventional wisdom with thought-provoking, sticky, and supremely practical concepts. They include: 10Xers; the 20 Mile March; Fire Bullets, Then Cannonballs; Leading above the Death Line; Zoom Out, Then Zoom In; and the SMaC Recipe.

Finally, in the last chapter, Collins and Hansen present their most provocative and original analysis: defining, quantifying, and studying the role of luck. The great companies and the leaders who built them were not luckier than the comparisons, but they did get a higher Return on Luck.

This book is classic Collins: contrarian, data-driven, and uplifting. He and Hansen show convincingly that, even in a chaotic and uncertain world, greatness happens by choice, not chance.

[Chapters/Indigo - Great By Choice](#)

Stuff To Know About Our Team



-**Sherry** says her biggest change in the past 2 months has been the ability to ride her bike to work. She is now less than 6km from the new office and she's excited about this new way to exercise and save gas. The move has been exciting and challenging. Sherry now has an office and space for visitors to sit. From June 20th to the 24th she was in Manitoba visiting her relatives and discussing ways to improve the website with our website designer Heather. She is also looking forward to having Friday's off in July and August.

-**Andre** found that he was still very busy even after the tax season. He did have a cross country trip with his wife and kids on Victoria day. His wife is taking intensive courses right now, so most of his time spent on the week-ends involves staying home to look after the kids.

-**Linda** had a chance to visit the little known area east of the Finger Lakes during March break; what a find!

-**Steve** says that Spring was a crazy time this year. Just to add a little "excitement" to tax season, he decided to move the firm into new offices and closed on the new place on March 31st! Fortunately they had the old office until the end of May, so the actual move did not happen until then. But a lot of renos caused some long days (and weeks) leading up to (and after) the actual move date. Things are coming together now and they are starting to enjoy the new office. School has just ended for the kids and June 27th was spent between Gavin's bday (9), Justin's grade 8 graduation ceremony and Erin's high school prom and pictures! It was a busy day but good to see the kids having fun with their classmates and getting ready to move on to the next steps. Erin is off to Waterloo next year to study Environmental Science while Justin moves in to her old high school. They are all looking forward to summer, with no real plans yet, but hope to get by the lake for some R&R before it all starts up again in September.

[Read on...](#)

Quick Links...

- [The Bean Counters' Quarterly Home Website](#)
- [Canada Revenue Agency - for Business](#)
- [More About Steve Kirkham C.A. and Our Team](#)
- [View previous issues of our Bean Counters' Quarterly](#)

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