

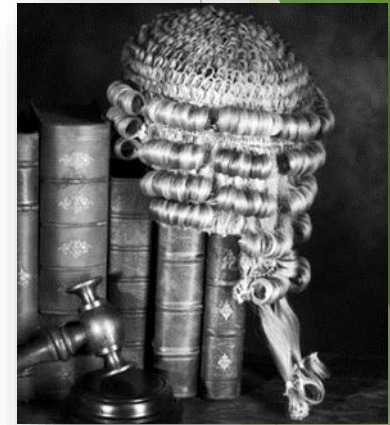


Business Insight Series – Session 1

Getting your Bills Paid – Good Terms of Trade

IN THIS SERIES

1. How the law can work for you
2. Mitigate risk for you



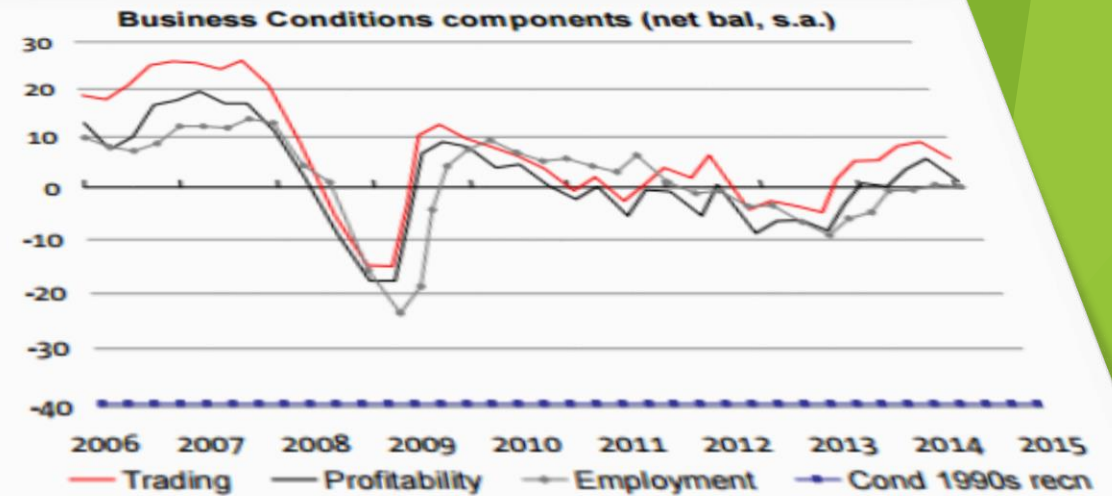
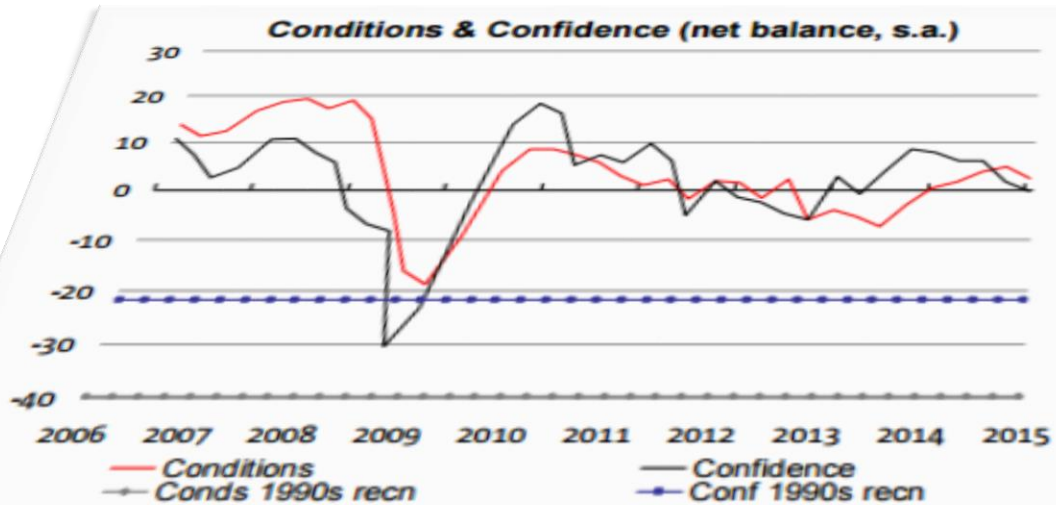
Series will examine

How businesses run and how the law can work for you.

- getting invoice paid
- employment issues
- leases
- entering contracts



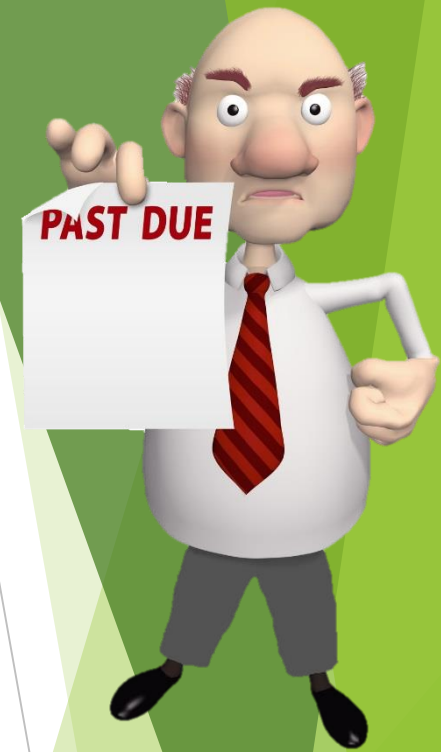
Business Sentiment Chart



Problems getting Paid?

Terms of trade:

Definition - *The rules by which a business sells its goods and services*





Important Terms to include

1. Payment
2. Passing of risk
3. Warranty / liability issues
4. Default charges



Important Terms to include

5. Delivery
6. Security
7. Signing



1. Payment

- C.O.D
- % before, during and after delivery
- Number of days after invoice
- GST



2. Passing of Risk



- At what stage
- Faulty work by another provider

3. Warranty / Liability

- Consumer Protection Law
- Nanna's Berries



4. Default Charges

- Fixed fee
- Percentage of interest
- Debt collection costs
- ANZ High Court case



5. Delivery

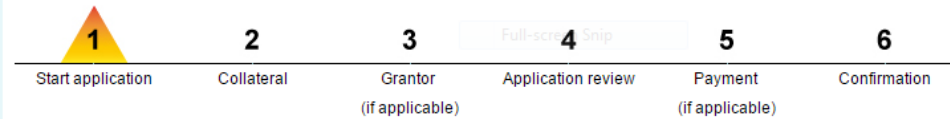
- Transport

6. Security

- Protection - To ensure you are paid
- Bond
- Deposit
- Guarantee
- Caveat
- PPSA



You are here: [PPSR Home](#) > [Registrations](#) > Create a registration



Start application - step 1 of 6

Application details

Registration kind:

Security interest

What is the collateral type? [?](#)

- Commercial
- Consumer

Is the registration transitional? [?](#)

- Not transitional
- Transitional

Secured party group details

By entering your Secured Party Group number, the PPS Register will retrieve the Secured Party details and save you from re-entering them. You can [create a Secured Party Group](#), if you do not have one.

Enter secured party group number: [?](#)

[Retrieve group](#)

Don't have a secured party group?

[Create a secured party group](#)

Account log in

[Log in](#)

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7. Signature

- Shows acceptance
- Witness
- Caveat
- Date
- Click a button



Create the right terms of trade for your business

What do you need for:

1. Payment
2. Passing of risk
3. Warranty/liability issues
4. Default charges
5. Delivery
6. Security
7. Signing



How to build

- Copy
- Download





THANK YOU

Business Insight Series – Session 2

EMPLOYMENT LAW

On Tuesday, 16 June 2015

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www.lynnandbrown.com.au/seminars