

MGL News – 2016 #1

9th April 2016



“In the business world, everyone is paid in two coins: cash and experience. Take the experience first; the cash will come later.”

Harold S. Geenen

I absolutely had to write this newsletter today. Thirty years ago – this very day – I started what has grown to the MGL Admin Services you know today. Please allow me to take you back in time....

THE BEGINNING

I did my bookkeeping course because I was bored. I was working at a security company in charge of their Debtors collections and was really getting annoyed that the accountant at that time would come and sit in my office and ask me how to do things.

In those days, at the end of the month, the other lady in the department and myself would ride around collecting cheques on the last day of the month, with the deposit book so that we could go straight to a bank to make sure they were deposited the same day. Aaah...

Anyway, on one of those days my colleague needed to stop off and pay a doctor's bill. I don't know why, because I normally waited in the car, but I went in with her and what I saw would change my life.

This was the doctor's bookkeeper's house and she worked from home. I remember thinking what a good idea that was but didn't do anything further about it. Some more time went by and I decided it was time to move on. I got a job at a family run wholesaler, based in the centre of Johannesburg (yes, really) and I was there all of ten minutes and I knew it was a mistake.

I told them the first day that I didn't want to stay, but Mama and Papa were going overseas for a month and asked me to stay until they got back. I did, but kept on thinking more and more about doing books at home like the doctor's bookkeeper. They got back and I left.

Business cards were printed and seeing as Vivienne was working in Rosebank at the time, I decided to get a lift and armed with my business cards, I walked from shop to shop in the Mall of Rosebank, The Galleria and The Mews, introducing myself and explaining what I could do. I got my first client on the first day – and I can still trace clients back to him to this day.

It sounds faecetious to say it just snowballed from there, but it truly did. I love that my business has built up from referrals, that one of my clients thought highly enough of me – now us – to tell someone else about it.

For all of you that have passed business my way – Thank you!

REGRETS?

I've had a few... but then again, too few to mention. That's what Frank Sinatra said. I only have one regret and it took 28 years for me to change it. I NEVER THOUGHT OF MYSELF AS A BUSINESS. And, because of that, I never charged properly for my services. I used to have – still an ongoing work-in-

progress though – a terrible money attitude and battled to charge people. But then I would get upset when they didn't pay me.

I think to go for 30 years and only have one thing to change is pretty good and to say I appreciate what I have and have built up, not to mention the absolutely fantastic people I have met over the years.

Believe me, after this long, I have seen a lot of strange things and met some odd characters as well. If you were to ask me what I am the most proud of, it would be that I have never betrayed a client's confidence or spoken "out the office" – to me, being entrusted with someone's financial life in not something to be taken lightly.

THE FUTURE...

Last year I announced to my inner circle that I was going to take a 6 month sabbatical. That was met with far-ranging reactions, not many favourable due to practical reasons.

I thought I would cut it down to 3 months, but nope, not much of a change.

Allow me to tell you why I wanted to take some time off.

Thirty years is a long time to be doing the same thing. Some of you reading this weren't even born!! I was feeling very close to burn out again, I was feeling that there was just too much pressure on me and I couldn't get to everything and do everything that I wanted to do. I really want to focus on consulting and coaching. Specifically coaching for people and businesses that are experiencing financial issues.

Then I thought, what if I officially work at MGL just in the mornings – until 1pm – Monday to Thursday? After talking to the rest of the team we decided that would be a plan. We would start that from when I got back from holiday in March. New launch date: 11 April 2016.

The only way I am going to be able to elevate myself to do other things, is to make sure that the team have everything under control. The only way to do that is to make sure that I spend more time with them, planning and teaching, which is two things I love doing in any case.

I truly believe that I have a lot to offer a lot more people and that my team are capable of managing more of the day to day things.

QUICK CATCH UP

For those who have asked what happened to the newsletters, I'm pleased you enjoyed receiving them. Those that said I would never be able to do it weekly – I concede, it wasn't possible, in fact, it wasn't even a good idea. Besides being a procrastinator, I'm also an a bit of a perfectionist, so getting around to doing something that then wasn't good enough, meant it didn't happen.

Last year was an absolute blur – I passed four exams (note: passed, not wrote) and now the only thing standing in the way of completing my diplomas is a dissertation. To say it was tough would be an understatement.

During November 2015 Zima left us to join a larger practice. It is a great opportunity for her and I wished her well as she went off to further her career. We now have Zitta (I know, can you believe how close the names are? Their initials are the same too!) who has joined us and has fitted in brilliantly. I am sure anyone who has actively engaged with her will agree.

Just a reminder of who deals with what in the team:

Processing (client dependant)	Vinnie, Vivienne
PAYE	Vinnie
Payroll	Vinnie
VAT	Vinnie
Personal tax	Zitta
Company tax	Zitta
Annual financials	Zitta
Secretarial	Vinnie / Zitta

SARS

I suppose it wouldn't be a MGL newsletter if there was no mention of SARS. As much as they irritate me at times, when their systems work, they are great. They have introduced new power of attorney forms which we will need to get all the clients to sign again please. Unfortunately, we need to hold originals. Zitta will be in contact about that later.

SPOTLIGHT

I would still like to use this section to promote client's businesses, but only if you contact me and tell me you want to.

STILL HAPPENING

Quote of the day on WhatsApp – "Achievers"

Or the same quote without other responses – "Carers, Not Sharers"

Let me know if you would like to join and which group you would prefer.

Until next time, turn your minutes into time that matters.

A handwritten signature in black ink that reads "Margie". The signature is written in a cursive, slightly slanted style with a horizontal line under the final letter.