



I
~~LATE PAYMENT~~
my way.

Marc Fountain
Chief Rainmaker, Rainmaker Consulting

TAX ON YOUR TERMS

tax managementnz | 

Marc Fountain at Rainmaker Consulting is doing tax on his terms

In the business of helping individuals and businesses grow

Marc at Rainmaker Consulting has helped leaders and executives of market-leading companies win pitches, become more inspiring and effective communicators, and drive performance improvement through stakeholder insight studies. His clients include Air New Zealand, Fonterra, Tetra Pak, Fletcher Construction, Russell Investments and Aurecon. Since forming his business in 2000, Marc has been involved in successful bids worth over \$5 billion for clients throughout Australasia. However, while his clients celebrate big business wins, getting paid on time can sometimes prove to be Marc's biggest challenge. How does he manage cashflow through quieter periods and overdue invoices?

Making tax work for him – and his cash flow

Working on a range of short-term ad hoc projects means things don't always go to plan. Sometimes projects are put on hold or cancelled at short notice, which makes predicting cashflow difficult. Not only can January be a quiet trading month right after Christmas, but Marc's provisional tax is also due. As a result, Marc used to face IRD's high use-of-money interest and penalties. In 2008, he became aware of TMNZ and how they could help him do tax on his terms by taking the pressure off his tax deadlines.

How Marc started to do tax on his terms



Pay his tax when he can. IRD due dates don't always work for Marc's cash flow. With TMNZ he can pay a small upfront fee to defer his payment to a later date and save on IRD late payment penalties and use-of-money interest.



Purchasing tax. One costly year Marc had to pay for home renovations and help cover his son's wedding bills, so he used TMNZ to buy backdated tax and eliminate IRD late payment penalties. He saved about 30% on use-of-money interest compared to paying IRD directly.



Easily managing his tax transactions. If Marc needs to defer his tax payments he doesn't have to contact an accountant. He simply logs on to the TMNZ website, gets a quote for the transaction, processes the fee and he's sorted. If he requires help, TMNZ's experts are just a phone call away.



Flexibility to free up his working capital. TMNZ gives Marc true flexibility in the way he pays. If he needs to extend his payment date he simply pays an additional fee to give himself some breathing room. That means an unexpected bill or a couple of patchy trading months no longer cause unnecessary angst.

As a consultant, I'm constantly juggling multiple projects, coordinating my virtual support team, securing new work and managing my cashflow.

TMNZ has taken the pressure off. It's reassuring to know I won't be penalised by the Inland Revenue if my clients haven't paid.

Marc Fountain, Chief Rainmaker,
Rainmaker Consulting

To find out how TMNZ can help you do tax on your terms, [click here](#) or call 0800 829 888.

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How TMNZ helped Marc do tax on his terms

- TMNZ's tax pool means Marc can defer his IRD payments to a date that suits him.
- Marc is able to purchase backdated tax and eliminate late payment penalties.
- TMNZ's lower interest rate saves Marc around 30% on IRD use-of-money interest.
- Marc can easily manage his own transactions through the TMNZ website.
- TMNZ payment dates can be extended if necessary giving Marc true flexibility.
- If Marc needs help, TMNZ's experts are just a phone call away.



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