



Business Resilience

**Welcome to Country**

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## House Keeping

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- Platform Info
  - Ask Questions
  - Files are available
  - Session is being recorded
  - 40 min session 5 min Q&A x 2
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## Agenda - Part 1: Current Business Considerations

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- Cashflow
  - Development Opportunities
  - Development & Innovation Support
  - Training & Upskilling
  - Q&A
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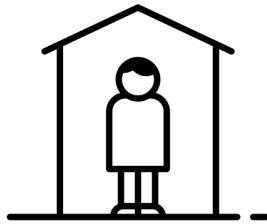
## Agenda - Part 2: Working in this Environment

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- Team Engagement
  - Working from Home
  - Video Conferencing
  - Client Engagement
  - Returning to the office
  - Q&A
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## What we're living with

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### Things have changed

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- Screen industries severely impacted
- Working from home / remotely
- Virtual collaboration a necessity
- Significant impact on cashflows
- New ways of communicating





## Cashflow

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Cashflow is the money that is moving (flowing) in and out of your business every day.

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Cash comes in from clients, projects, and investors. Some cashflow is also from collection of receivables

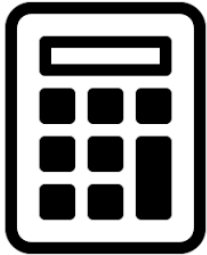
Cash going out of your business is for recurring payments for expenses such as payroll, rent, taxes, and other payables

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## Building a Model

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### The Process

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- Get your template set up
- Add historic data
- Add in creditor and debtor data
- Add in payroll and other recurring amounts
- Calculate tax and other liabilities
- Put in future income

## Government Stimulus

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### Cashflow Impacts

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- Boosting Cashflow for Employers
- JobKeeper
- SME Guarantee Scheme Lines of Credit

## Cost Reductions

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You can't cut your way to success

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- Extend your runway. Buy time.
- Exercise extreme frugality
- Staffing hours / retention
- Other key overheads

## New Income Streams

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What else can generate income?

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- Marketing & Business Development
- Planning & testing
- Tomorrow's Session

## Take Action

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### Communicate

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- Talk to your Accountant
- Talk to your Bank & Finance Suppliers
- Talk to your Employees
- Talk to your Suppliers
- Talk to your Customers

## Development & Innovation Support

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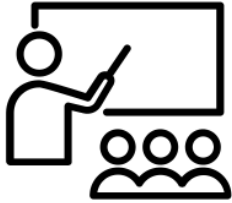
### SQ COVID Initiatives

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- Ideas Program
- SQ Enterprise

## Training & Upskilling

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Use this time to learn new skills

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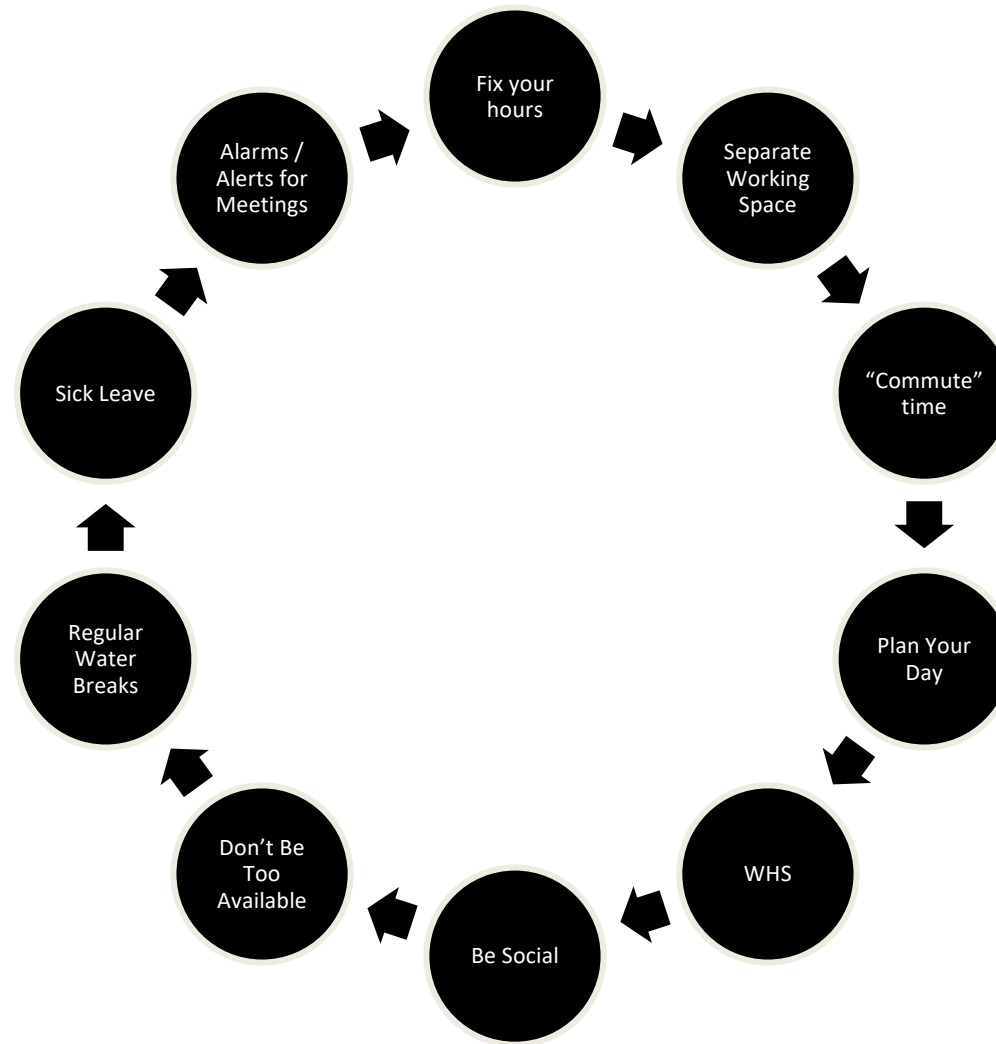
- Focus on your weaknesses
- Credentials not critical
- Set aside consistent time

# Q&A



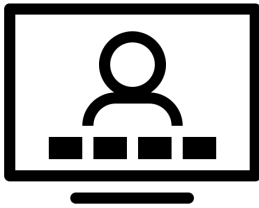
## Working From Home

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## Video Conferencing

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### Avoid fatigue

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- Avoid zero-break schedules
- Move. Turn your camera off if required.
- 20-20-20 Rule
- Speaker vs Gallery
- Mix it up

## Keeping Your Team Engaged

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- Virtual Open Plan Sessions
- Notes from the Home Desk
- No Meeting Tuesdays & Thursdays
- No email after 7pm
- Virtual Coffee
- Virtual Lunches
- Virtual Happy Hour
- Selfie / Home Setup Sharing
- Slack channels for Pets / Plants /  
Cooking / TV shows
- Trivia
- Video Games
- Book Club
- Quaran-tunes
- Staff Lunches
- Daily Huddles / Stand Ups
- Yoga / Meditation / Physical  
Activities
- Mental health & Mindfulness

## Client Engagement

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### Crisis Management

Maintain Value. Minimise decline. Keep relevant. Evolve offering.



### Recovery

Return to spending. Prioritisation of fast-to-market products



### The New Reality

Different attitudes and needs. Different environments.

## Returning to the Office

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### Leaving work was the easy bit

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- Occupancy rates
- Remote working productivity
- Flexibility as the norm
- Offices as collaboration spaces
- RTW Plans
- Logistics

# Q&A

**Thank you**

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