

5 tips for partnering with your banker

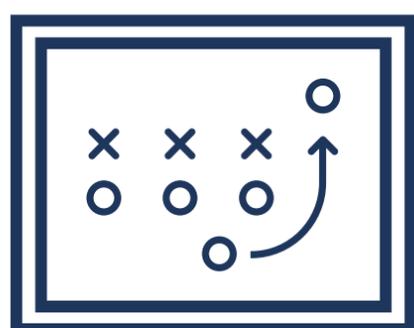
1. Be transparent, open and truthful with the information you provide on your business's performance.



2. Manage expectations regarding changes or potential changes in your business, so there are no surprises.



3. Have a plan for where you are taking the business and communicate that plan. Explain why, in a robust financial and commercial sense, this business is a good investment for your banking partner.



4. Provide the bank with evidence you are attuned to identifying and managing key business risks, reporting and governance processes.



5. Develop a relationship with more than one person within your banking partner's organisation. Don't rely on the bank to ensure your business and everything about it is known throughout the bank.



For more advice about managing your banking relationship, contact the team at JPAbusiness on 02 6360 0360.

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