



Welcome to our monthly newsletter.  
Should you require further information on any of the topics covered,  
don't hesitate to contact our team.



**Late last year the ATO made the decision to stop issuing paper instalment activity statements (IAS) for many taxpayers from the December 2020 quarter onward.**

**If you have received an IAS in the past, or believe you should have been issued with one for December 2020, but have not yet received a reminder, please contact us.**



## ProcessWorx Q & A Webinar

We are pleased to invite you to join our team, together with Processworx for an informative Q & A webinar covering the new safety laws for WA.

**Wednesday 17th March 2021 at 10:30 am**

If you would like more information please contact one of the Thorntons team.



### Is your community shed DGR endorsed?

Community sheds, including men's sheds and women's sheds, can now apply to be a deductible gift recipient (DGR).

DGR endorsement means that donations of \$2 or more made to your shed will generally be tax deductible.

[Find out more](#)



### Developing an effective sales process

Businesses that follow a documented sales process generate more revenue.

What's your process?

How do you ensure your team provide a consistent customer experience?

[Find out more](#)

## Team Focus

Who is Darren?

Sleep, eat, work, fish, surf, prospect, tennis, sport, kids, old cars, sleep. Repeat.

That could be a typical day for our director Darren Fissioli.

Born and raised in the Wheatbelt, Darren then attended boarding school in Perth, before commencing a career in business.

When asked what he remembers about his first years at Thorntons,

Darren answered "bad haircuts and ties!" Thankfully, things have changed - now the hair's not such an issue (there seems less each year) and the ties are collecting dust in the closet!

Darren is known for his fresh approach and is constantly throwing new ideas into the mix.

He is always looking for innovation and improvement, not only for his clients, but also for our team at Thorntons (to be honest sometimes we have trouble keeping up with him!)

Out of the office as much as he is in, Darren regularly visits clients in and around Perth, North of Geraldton, East as far as Kalgoorlie and South of Busselton. The benefits of modern communication means keeping in touch with regional clients, and the team in the office is simple. Recently he stood on a hill east of Kalgoorlie and had a conference meeting involving clients in Perth, consultants in the US, and our office.

You may have got the feeling that "work hard play hard" is what Darren is all about, and you would be right. We think it's probably where his two teenage boys get their energy from, (definitely what his wife Andrea would say!)

Fishing in summer, surfing when the swell's up, gold prospecting in winter, and thrown in amongst this is his involvement with the local tennis and football clubs through his boys' activities.

More recently Darren has developed a passion for classic cars (classic Fords).

He claims cars have always been in his blood, the blue oval in particular, but we think he might need to go prospecting and find that elusive big nugget if he wants to continue with this hobby!.

[See our team](#)

