The simple world of HMRC…
The real world…
The real world…
The future …
The road ahead
How to prepare for MTD

• Read all about it
  • Search MTD on icas.com

• Talk to your clients – see where they’re at
  • Problem businesses
  • Internet connection issues
  • Computer literacy
  • What do they think?

• Formulate a plan to deliver cloud services
“How to create your firm’s cloud proposition”

1. Do we have a strategy?
2. Refining the proposition
3. Market research
4. Selecting the right software
5. A workflow that works
6. Training to become cloud experts
7. Clear marketing objectives
Get your team ready

Computer literate

• Data extraction, movement, analysis
• Experts in cloud systems

More client facing

• Educating – how to use cloud systems
• Training – how to keep better records
Get your clients on board

Start talking to them now about:

• What MTD entails
  • Many have not heard about it, even fewer understand what it is!
  • Make sure you make it crystal clear this is being forced upon them by the government, not by you!

• What it will mean for their bookkeeping etc.

• How you can help them prepare
Do not...

It’s coming – like it or not!