

NGĀ TUHINGA PŪTEA 101

‘Te Kete Hanganga Hauora’

Tīmata >



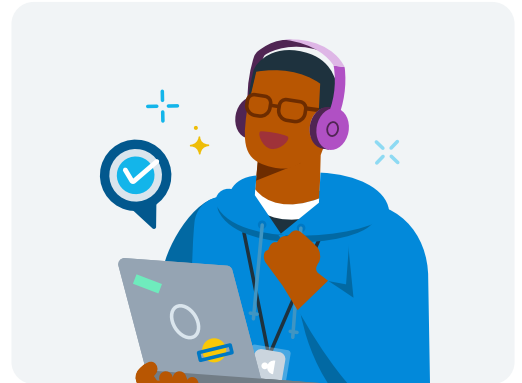
**KNOWYOUR
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KIA ORA

Nau mai ki Te Kete Hanganga Hauora. Mā mātou koe e ārahi, i ia tapuwae o te ara pūtea ā-pakihi, mā ngā maramara kōrero hei āwhina i a koe ki te āta mōhio ki ō nama me te whakapakari i tō māia ā-pūtea.

Te whakamahi i te kete nei

1. Tikiake te kete nei.
2. Whakamahia ki tētahi nuka, ka taea rānei te tārua.
3. Whakatutukihia ngā ngohe hei whakapakari i ngā hanganga ā-pūtea, ngā pūkenga me ngā āhuaranga e angitū ai tō pakihi.



Tirohia ake...



Whakawhanake Hanganga

Ngā ngohe hei hāpai i a koe ki te āta tiroiro ki te hauora o tō pakihi ā-pūtea, me te whakatau nā runga anō i ō mōhiotanga



Hanga Whakaaro

Ngā ngohe hei hāpai i tō whakawhanaketanga hinengaro e aro pū ai, e kōkirikirihia ai ngā wero nui ka hua mai



Te whānuitanga o ngā kōrero

Āpitihanga rauemi me ngā tauira tūturu kua ahu mai i ngā rangatira pakihi pakupaku kē atu

Toro atu mō te āwhina

Mēnā kei te kimi tautoko, kei te kimi kupu āwhina rānei i tō hīkoitanga:

- Kōrero ki tētahi kaikaute, ki tētahi kaitiaki pukapuka pūtea rānei e āwhina atu ai tō whakamahere i te ara whakamua. Ka taea te tono mō tētahi kaiāpai utu kore mā te [Hōtaka i Xero mō Māngai Kawanatanga Pai](#) hei hāpai i ngā tirohanga pūtea noa nei ki tō pakihi. Mēnā karekau ō kaikaute, ō kaitiaki pukapuka rānei, ka mutu, kei te kimi i tētahi hei āwhina atu, ka taea te rapu ki te rārangi [kaitohutohu a Xero](#).
- Tūhuria [ngā rauemi e ora pai ai kōrua ko tō pakihi](#).
- Whāia [ngā aratohu pakihi utu kore i a Te Tari Taake \(IR\)](#).
- Tirohia [tā mātou kohinga pātai auau](#).
- Whāia [ngā ratonga hei āwhina i a koe mēnā rongohia te ngau ā-pūtea](#).

Mēnā kei te pānui koe i tēnei kete ā-pepa nei, ka taea hoki te kimi i te URL whānui mō ngā whārangi ipurangi e iri mai nā ki runga i te āpitihanga kei te muri.



He taipitopito ēnei hei mātauranga whānui anake, me te mōhio pū, ehara tēnei i te tohutohu mātauranga ā-tahua, ā-ture, ā-tāke rānei. Tēnā, tonoa atu ki tētahi mātauranga i mua i ō whakataunga ā-pūtea.



NGĀ TUHINGA PŪTEA 101

I tēnei kaupapa, ka whakawhanakehia ō pūkenga, tō māia, me tō hanga hinengaro e mārama pai ai koe ki ō tuhinga pūtea.

Ka tūhuratia te ahunga mai o ngā tuhinga me te mōhio me pēhea tana whakamahinga kia mārakerake te kite i ngā āhuatanga whakahaere o tō pakihi, me te āta whakarerekē i ētahi wāhanga hei painga mō te hauora ā-pūtea o tō pakihi

Āta tirohia ‘Te Kete Hanga Hauora’ kia tīmatahia te whakawhanake i tō māia ā-pūtea nei.

Whiria te wāhi tīmata:

Whiria tētahi o ngā ūpoko e ono e whai ake nei, kia tīmata.



Whakamahia ngā pātene honohono me te pae whakaterenga kia ruku i te kete rauemi, te rangaranga rānei te ia o ngā whārangi.

TE MANA O TE KUPU “ANŌ”

Nā Carol Dweck te kīanga nei “te mana o te ‘anō’” i tana pukapuka, ‘Mindset’. He iti te kupu, engari he nui te kōrero! Ka kīia ake, kei kapu o ō tātou ringa te āheinga me te mana kia whakapai ake nā runga i whakapono ka taea, te ngana ki te whakaū me te kōkirikiri i ngā wero. Ko tētahi huarahi pai hei whakaū i te ‘mana o te “anō”’ kia tāpirihia te ‘anō’ ki tētahi rerenga kōrero āu e whakamahia ana te kupu ‘kāore’.

Hei tauira: “Kāore anō ahau.... kia mārama ki ngā tuhinga tahua.”

Tirohia te nui o ngā kōrero mō te mana o te “anō”



He aha rā ia tō ‘anō’?



Āta whakaarohia te tuhinga tahua uaua rawa atu, te tuhinga e kōrero ā-roto ana, ‘Kāore e taea ana tēnei tutuki.’ Ināianei, takahurihia te rerenga nei me te kupu ‘anō.’

I hanga pēhea te rongō i tō takahuri hei rerenga ‘kāore anō’? I tō whakatō i te mana o te ‘kāore anō’ ki tō hinengaro, he aha ō kawenga ki a koe anō i tō anga i te ‘kāore anō’ ki te ‘ka taea’? He pai kia āta tīmata - mā te whakamātau, ka whakaahu whakamua.

- Ka ahatia koe ina ka rongohia te taumahatanga, ka mutu, ka mau i a koe e hangareka ana?
- Me pēhea koe e hoki atu ai ki te ‘kāore anō’?



Ko te angitū, ehara i te āhuatanga whakapai ake. Ko te mea kē, me whakawhanake i ngā hanganga kia tipu ō pūkenga, tō māia, te aro pū, te aro mataara, me te ako i ngā āhuatanga ka hua mai i ngā heke.

TE ĀTA TIROTIRO KI TŌ HAUORA Ā-PŪTEA

Ina hāngai ana ki tō hauora ā-pūtea, e rima ngā wāhanga ripanga matua:



1. Whiwhinga pūtea:

Te pūtea ka whakawhiwhia tō pakihi.



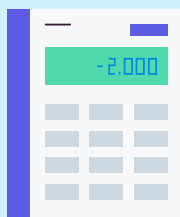
2. Utu whakahaere:

Te pūtea ka whakapaua e tō pakihi



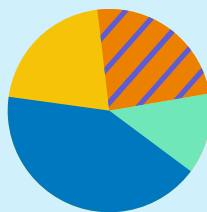
3. Ngā rawa:

Ngā mea kua kokorahotia e tō



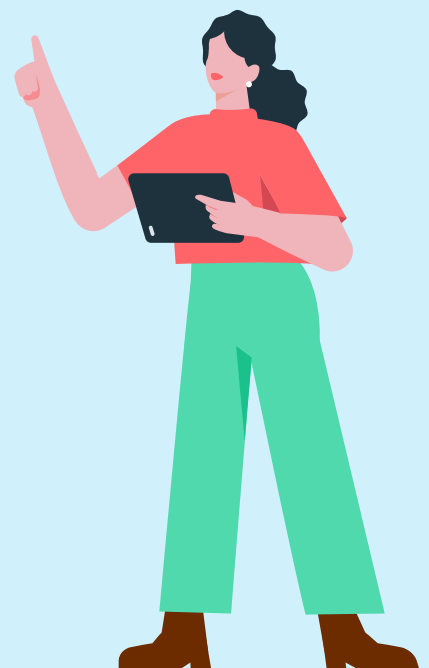
4. Taunahatanga:

Ngā āhuatanga e nohonama ana ki runga



5. Mana Taurite:

Te wāriu o tō pakihi, ka taea pea te uru mai ō pūtea kua whakangaoa me ō hua kua puritia.



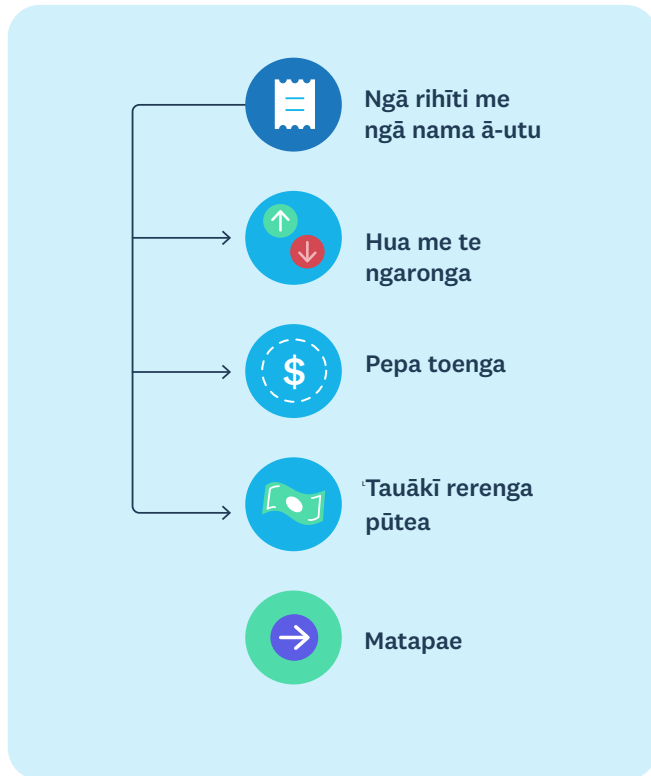
Ko ēnei wāhanga e rima ka whakakotahi mai i ō tauākī pūtea, te āta aromātai i te hauora o tō pakihi.

He mea nui te whai i ia hokonga, ia utu whakahere, ia nama, ia rihīti kia whāia nuitia, nā te mea, ka rarangahia katoatia te whāriki.

Ki te tika rānō ō mauhanga pūtea, ka māmā te āta tirotiro ki tō pakihi, te kite tōmua i ngā uauatanga me te whakaū i ngā wāhanga kia rere pai.

Te raranga i ngā tauākī pūtea

Ko tā ngā tuhinga pūtea he āta whakaatu mai i te ia o tō pakihi, ka mutu, he āta whai i ngā nekehanga ā-puta, ki roto, ki waho i tō pakihi.



Hei tauira:

Mēnā i hokona \$10,000.00 te wāriu o ngā hua, o ngā ratonga rānei i tēnei marama:

- Ka whakaatuhia e tō tauākī hua me te hua-kore (P&L) te \$10,000.00 hei pūtea moni kua uru mai, me te tango i ngā utu whakahaere, kia kitea ai mēnā he hua, kāore rānei i whai hua.
- Mēnā kāore anō te kaihoko kia utu, ka whakaatu mai i te \$10,000.00 ki tō ripanga hei pūtea kāore anō kia utua, nā te mea, kāore anō ngā pūtea kia uru atu ki tō pakihi.
- I te utu mai a ō kaihoko, ka whakataungia ki tō tauākī whiwhi pūtea moni, e whakaatu ana i te wātea mai o aua pūtea moni. Ko tā te tauākī pūtea, he whakamārama i te ia o tō pakihi, engari ia, ka kore e whakaatu i ngā mea katoa.

Te whakamahere whakamua

Mā te mārama ki te āhua me te urunga mai a te pūtea moni ki tō pakihi, ka taea te whakamahi i te matapae whiwhi pūtea moni e whakakitea ai te nui o te pūtea moni ka hiahiatia, te kite i ngā whārua ā-pūtea moni ka ahu mai, me te whakarite i mua noa atu.

Hei tauira, mēnā kāore anō te \$10,000.00 kia utua, ka kore hoki e uru atu ki tō pakihi i mua i te rā aukati o tētahi nama nui, ka hua mai ko tētahi whārua ā-pūtea moni hei āta whakakīia māu.

Tūhuria ētahi atu rauemi hei whakamārama i te ia o tō pakihi:

- [Ngā aratohu mō te pakihi pakupaku](#)
- [Aratohu toitūtanga](#)



TE TAUĀKĪ HUA ME TE HUA-KORE

Ko tā te tauākī hua me te hua kore (P&L) he pūrongo pūtea ka whakaatu i te nui o ngā pūtea kua whakapaua, kua whakawhiwhia me te whakatau mēnā kua whai hua, kua hua-kore rānei.

He aha te P&L?



Ka taea e tō P&L te kapi i tētahi wā poto, wā roa rānei, ahakoa tōna tikanga, ka whakaritea i te mutunga o te marama, te hauwhā, te tau rānei. Ko tāna mahi he whakarapopoto i ō whiwhinga pūtea, ngā utu totika, me ngā utu kē atu.



Whiwhinga pūtea:

Te pūtea moni ka hua mai i ngā hokonga, pūtea tautoko, i ngā haupūranga moni rānei pēnei i ngā huamoni me ngā pānga moni.



Ngā utu tōtika (ngā hua rānei kua hokona):

Te pūtea moni kua whakapaua kia waihanga i ō hua, ratonga rānei, pēnei i ngā rawa, i ngā utu kaimahi, i ngā utu utanga i ngā utu hokohoko rānei.



Ngā utu kē atu:

Te pūtea moni ka whakapaua nā runga i ngā hiahia o ia rā, pēnei i te reti, ngā whaipanga, ka mōhiotia anōtia ēnei hei utu whakahaere, hei utu kawē rānei.



Ko tā tō P&L, he whakakotahi i te whānuitanga o ngā hokonga, ngā hokonga nama rānei kāore anō kia utua, me ngā pire mō ngā utu whakahaere kua tukuna engari kāore anō kia utua. Mēnā kei te whai ā-ringā koe i ō whiwhinga pūtea me ō utu whakahaere, āta whakatakotoria ngā utu rerekē ki tētahi tīwae kē atu kia māmā te tātari utu.

P&L - he tirohanga whānui

Mā te arotake i tō P&L, ka kite:

- Mēnā kei te pai haere ō whiwhinga pūtea kia utua ō utu pakihi (ō hua whānui)
- Ō toenga pūtea i te whakapaunga o ngā utu whakahaere (**ō toenga hua, hua- kore rānei**).

Moni whiwhi



ngā utu tōtika



Hua tōpū

Hua tōpū



Ngā utu kōpiko



Hua mā



P&L taurira



Ka māmā, ka uaua rānei te P&L, i runga i te rahi o tō pakihi me te whānuitanga o ngā momo whiwhinga pūtea, utu whakahaere ka hua i a koe.



Te whakamahi i tō p&l

Arotakengia tō P&L mō ngā marama e rua kia kitea mēnā kei te whai hua te hua-kore rānei.



Marama 1: Kia waia ki tō P&L

Ko tā te arotake i tō P&L, he āta tiro tiro ki te ia o tō pakihi me te kite i ngā wāhanga hei whakapai ake.

Tirohia tō P&L i te mutunga o te marama me te āta whakaaro ake mēnā i te ranea o pūtea ki te utu i ngā utu whakahaere, mēnā hāngai pū ana o utu ki tāu i whakamaheretia ai, ka mutu, mēnā i whai hua koe i te paunga mai o o utu katoa.



Ka tīmata pea tētahi pakihi hōu i te hua-kore, ka mārama mēnā ka whakamaheretia kia pērā, ki te kore, ka uaua, ka tanuku o pūtea.

Marama 2: Kia mārama ki te ia o tō pakihi

Mā te whai i tō P&L, ā, haere nei te wā, ka mārama ki te ia o tō pakihi, te rongo i te manawataki me te anga whakamua.

Whakatauritehia ō P&L ki ngā takiwā e rua, e rerekē ana, me te āta titiro ki ngā wāhanga hei whakapai ake, pērā ki ngā wāhanga kei te nui rawa ngā whakapaunga pūtea.



Kia haere tonu te whai i tō P&L ā-marama, ā-hauwhā, ā-tau rānei, kia hāngai ki ō hiahia. Mēnā kei te raro iho ō hua moni me ō taitapa, āta aroturukitia kia rere pai ngā utu, me te whakaū anō hoki i ō pūtea.

TE RERE O TE PŪTEA MONI, HUA TAUTOKO, TE HUARAHĪ KIA ANGITŪ

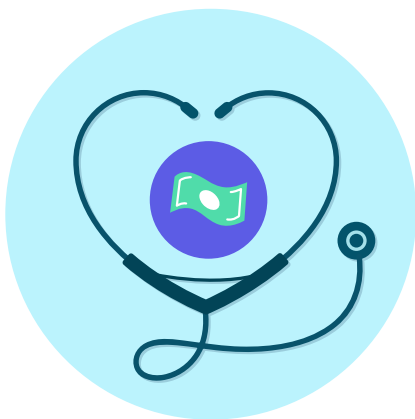
He mea rerekē te rere o te pūtea moni me te whiwhinga pūtea moni. Ahakoa he pakihi whai rawa, ka pau haere te pūtea moni mēnā kei te herea kē ō pūtea ki ngā nama kāore anō kia utua, ki ngā taonga, ki ngā rawa rānei ka kore e takahuri ki te pūtea moni e ea ai ō pire i te wā tika.

[He aha te rere o te pūtea moni?](#)



Ko te pūtea moni me te whiwhinga pūtea moni, he tohu i te oranga o te pakihi, engari ia, e tohu ana i ngā āhuatanga rerekē.

Ko te rere o te pūtea moni, te manawataki o tō pakihi, e whakaora ana i te rere o te pūtea ki roto, ki waho anō hoki i tō pakihi. Ko tā te whiwhinga pūtea moni, e ōrite ana ki te pakari o tō tinana; ka taea e te tangata te tū pakari, te noho marutau, engari ia, ki te makere mai tō manawa, ka hinga ki raro. Me tīhokahoka te rere o te pūtea moni me ngā whiwhinga pūtea moni, kia tipu, kia ora.



Rerenga pūtea



Hua

TE RIPANGA PŪTEA

Ko tā tō ripanga pūtea, he whakaatu i te mārohirohi me te wāriu o tō pakihi i tētahi takiwā, ka mutu, he whakaatu mēnā e tau ana tō pūtea moni ki te utu i ō utu whakahaere (waiwai).



Ka rerekē haere te wāriu o tō pakihi i ia rā nā runga i ngā panonitanga ā-hoko, ā-utu whakahere, ā-rawa, ā-taunahatanga anō hoki.

- [He aha te ripanga pūtea?](#)
- [He aha te reretanga pūtea?](#)

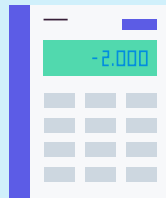


Ka whakarāpopoto i ō:



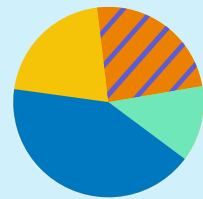
Ngā rawa:

Ngā mea kei tō pakihi, pēnei i te pūtea moni, ngā homaitanga, taputapu, me ō nama kāore anō kia utua.



Ngā taunahatanga:

Ngā mea e utua ana e tō pakihi, pēnei i ngā pūtea āwhina, i ngā pire kāore rānei kia utua.



Tūtanga:

Te wāriu o tō pakihi, tae atu ki te pūtea moni i haumitia me ngā hua kua puritia.

Ka taea te wehewehe i nga rawa ki:

- **Ngā rawa o nāiane:** Pūtea moni, homaitanga, ngā nama rānei kāore anō kia utua e te kaihoko (ripanga hoatutanga).
- **Ngā rawa tūroa (kia ita):** Mīhini, taputapu me ngā waka.

Ka taea te wehewehe ngā taunahatanga ki:

- **Ngā taunahatanga o nāiane:** Te utu i ngā kaiwhakarato kāore anō kia utua (ripanga ka utua), ngā pēke tarepa, ngā tāke rānei.
- **Ngā taunahatanga tūroa:** Ngā nama roa.



Ka taea e koe te whakamahi tonu i ō rawa ki te utu i ō taunahatanga o te nāiane nā runga i te tere takahurihanga ki te pūtea moni.

Ripanga Pūtea - he tirohanga whānui

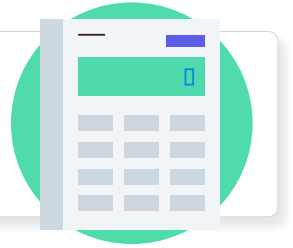
Rawa



Taunahatanga



Ōritetanga



Mā te arotake i tō ripanga pūtea, ka taea:

- Te mātai mēnā he pūtea moni āu, mēnā rānei he rawa hei whakaea i ō utu.
- Te whai, te whakamana hoki i te mārohirohi o tō pakihi ki te tono pūtea tautoko, te tono mō te pūtea taurewa rānei.
- Te whakahaere i tō huringa pūtea moni me te whakamahere mō te anamata.

Tūhuratia tētahi pepa toenga:

- [He tauira pepa toenga](#)



Ka rerekē te ripanga pūtea ki tō te momo pakihi. Hei tauira:



ko tētahi pakihi ratonga me āna tikanga ā-utu, ka nui rawa te pūtea kāore anō kia utu, ā, e tapaina ana hei 'rawa'.



Engari ia, i taua wā tonu, ko tētahi atu pakihi ka hokohoko hua i te wā o te hoko, kāore e kore ka hua mai ko te nui o ngā hoatutanga hei rawa.

Kia mōhio ki tō ripanga pūtea

Tirohia tō ripanga pūtea i ia marama mō ngā marama e toru e whai ake nei.



1. Tirohia te kaha o tō tahua (waiwai): He pūtea moni āu kia utua ngā utu o ia rā? E mōhio nuitia ana hei haupū rawa.

- Whakatauritehia ō rawa ki ō nama katoa o te nāiane.



Mēnā he nui ake ngā taurewa o nāiane ki ō rawa o nāiane, ka raru pea te utu i ngā whakapaunga raepoto.

2. Kia mōhio ki tō pakihi:

- Whakatauritehia tō ripanga pūtea ā-marama, ā-hauwhā, ā-tau i ngā wā ō mua e kite ai ōna rerekētanga.



Āta tirohia:

- Mēnā kei te piki, kei te heke rānei ngā hoatutanga. He tohu pea o te pōturi o ngā utu.
- Te nui o te taunahatanga i a koe – mēnā he nui ngā rawa, kua herea pea te moni, ā, ka kore pea e utua ngā nama.
- Ko tēhea o ēnei kei te tere piki ake: Ō kawenga taunaha, ō rawa rānei? Mēnā kei te tere piki ake ngā āhuatanga taunahatanga, ka hua mai pea he mōrearea me te taunahatanga ā-pūtea nei.

3. Kōkirikiri i ngā wero:

Mā te mārāma ki tō huringa pūtea moni ka taea e koe te whakatau i ō kōwhiringa e mārāma ana.

- He nui rānei tō pūtea hei utu māhorahora i ō nama i te wā tika?
- He aha ngā whakatikatika ka āwhina kia wātea ake te pūtea, kia whakaitihia rānei ō taunahatanga?
- He aha ngā mahi ka taea e koe hei whakapakari i te pūmautanga o tō pakihi?



Mēnā kei te mau kita ngā utu, me āta arotake i tō tahua, i ia marama. Mā te mārāma ki tō ripanga pūtea, ka māmā ake te kite i ngā raru ka hua mai, me te whakaū i ō ake pūtea.



NGĀ TUHINGA RERE PŪTEA MONI

Ko tā te **tauākī pūtea moni**, he titiro whakamuri ki ngā pūtea moni kua rere mai, kua rere atu i tō pakihi i tētahi takiwā, ka whakaatuahia te ahunga mai me te aronga o te pūtea. He rau whaihua mō te nui o ngā pakihi, heoi anō, mēnā e hiahiatia ana, me hāngai ki tō pakihi.

Ko tā te te **matapae rere pūtea moni**, he tiro whakamua, me te āwhina atu i te whakakitenga o te pūtea moni ka hua mai, ka puta rānei i tō pakihi hei te anamata.

- [He aha te tauākī rerenga pūtea?](#)
- [He aha te matapae rerenga pūtea?](#)



Ko tā te matapae rere pūtea moni he āta wetewete i te:

- **Pūtea moni ki roto** – Te pūtea moni kua whakamaherehia kētia kia uru mai, pēnei i te hokohoko, te moni whakaranea kua tau mai, ki te pūtea āwhina rānei.
- **Pūtea moni ki waho** – Te pūtea moni kua whakamaherehia kētia kia whakapaua ki ngā utu pēnei i te reti, i ngā taputapu, i ngā tāke rānei.

He tirohanga whānui ki te matapae rerenga pūtea.

toenga tīmatanga $\begin{matrix} + \\ - \end{matrix}$ rerenga pūtea mā $=$
(Pūtea mai – Pūtea atu)

toenga whakamutunga



I tō arotake i te matapae pūtea moni, ka taea te:

- Titiro ki te rerekētanga o te pūtea kei te uru mai me te pūtea kei te puta atu (toenga rere pūtea moni).
- Āta titiro ki te toenga o āu pūtea whai muri mai i ngā utu whakahaere kua utua (toenga whakakapi).
- Aroturuki i te urunga mai, i te whakapaunga anō hoki o te pūtea moni, kia kitea ngā whārua o te rere pūtea moni.
- Te whakamahere i ngā utu nui kia pai haere te rere o te pūtea.

Tūhuratia ngā tuhinga rerenga pūtea:

- [He tauira tauākī rerenga pūtea](#)
- [He tauira matapae rerenga pūtea](#)



Kia hua ai ō whakakitenga

Whakapaua te 5 miniti ia wiki mō ngā wiki e whā kei te heke mai, kia rahirahi ake ō pūkenga whakakite.



He maha ngā tātauira utu kore kei te ipurangi mēnā kāore anō kia hangaia mai tētahi matapae rere pūtea moni.

1. Kia whakakitea ngā mea ka ara ake

Tuhia tō tapeke, i tōna tīmatanga, me te nui o te pūtea moni ka matapaetia, ka whakapaua anō hoki i ia wiki mō ngā wiki e whā kei te heke mai.

Tirohia mēnā he nui ake te pūtea moni kei te uru mai i tō te pūtea moni ka whakapaua, mēnā he utu nui kei te ara mai, ā, mēnā kei runga, kei raro rānei tō tapeke whakakapi i tō te tīmatanga o te marama.

2. Tirohia ngā āhuatanga tūturu i ara ake

I te mutunga o ia wiki, tirohia tō pēke pūtea kia whakataurite mēnā i puta ngā hua tūturu pērā i tō matapae.



Mā te mōhio ki ngā whakapaunga nui me ngā whārua ā-rere pūtea moni nei, ka āhei ki te āta whakarite i tō tahua e tau pai ai ō utu.

ĀPITIHANGA

Te Hōtaka Māngai Xero For Good

knowyournumbers.xero.com/en-nz/join-mentorloop

Pūtea tautoko mō tō whānau

govt.nz/browse/family-and-whanau/financial-help-for-your-family/getting-help-budget/

Ngā pātai auau

knowyournumbers.xero.com/en-nz/contact

Ngā rauemi oranga mō tō pakihi

business.govt.nz/browse-our-resource-library/reduce-financial-stress/financial-management-and-wellbeing

Ngā aratohu pakihi a Te Tari Taake (IR)

ird.govt.nz/search?q=smart%20business%20guide&t=All

He aha te ripanga pūtea?

xero.com/nz/glossary/balance-sheet/

He tauira ripanga pūtea nā MBIE

business.govt.nz/assets/Uploads/Documents/balance-sheet.pdf

He aha te tahua waiwai?

xero.com/nz/glossary/liquidity/

He aha te rere pūtea moni?

xero.com/nz/glossary/cash-flow/

He aha te matapae rere pūtea moni?

xero.com/nz/guides/cash-flow-forecasting/

He tauira matapae rere pūtea moni

brandfolder.xero.com/NE531UQB/as/5nt9wv4xv83q8gggrc4k4xn/Know_Your_Numbers_Cash_flow_forecast_example

He aha te tauākī rere pūtea moni?

xero.com/nz/glossary/cashflow-statement/

He tauira tauākī rere pūtea moni nā MBIE

business.govt.nz/assets/Uploads/Documents/cash-flow-statement.pdf

He aha te P&L?

xero.com/nz/glossary/profit-loss-statement/

He tauira P&L nā MBIE

business.govt.nz/assets/Uploads/Documents/profit-and-loss-statement.pdf

Ngā aratohu mō ngā pakihi pakupaku

xero.com/nz/guides/

Ngā aratohu toitūtanga

xero.com/nz/sustainability/small-business/

Te mana o te ‘kāore anō’

fs.blog/carol-dweck-mindset/

He homaitanga nā

xero FOR GOOD

He taipitopito ēnei hei mātauranga whānui anake, me te mōhio pū, ehara tēnei i te tohutohu mātanga ā-tahua, ā-ture, ā-tāke rānei. Tēnā, tonoa atu ki tētahi mātanga i mua i ō whakataunga ā-pūtea.