

## From building to broking – helping our client every step of the way

**We spoke with one of our long-standing clients about why he has leaned on Collins Hume all throughout his professional life**

As the owner of one of south-east Queensland's well-established and reputable finance broking and home loan businesses, our client had experienced enough guises of professional life to know two things: that he had a good nose for finance, and that he wanted an office which gave him respite from the harsh sun.

Primarily, he wanted to be at the top of his industry, on his own terms. After using Collins Hume as his accounting advisers throughout various career phases, his business accounting matters are still ticking along nicely.

Collins Hume's John Hume originally looked after the whole family and their business. When John retired, Shane Bartrim took over; the transition from one partner to another was smooth and clean.

Now with a more basic business model, our client does not generate a huge amount of accounting paperwork but what we do provide is crucial to the good running of it. The key, as is for many businesses, is the timely production of financial accounts, and proper tax planning leading up to each financial year-end.

Our client established his business to provide a personalised finance brokerage service that many larger brokers may have lost by growing to a corporate type structure, whilst providing an above-par level of service and knowledge.

The idea was to create a business that would build on his strengths, whilst affording him and his family the lifestyle they deserved.

Our client is very happy with the input that Collins Hume provides to his business.

"Working with Collins Hume is easy," he says. "They offer a lot of support — just the fact that I can ring up at any time and get advice on various issues is great."

"We recently changed the way we pay ourselves from the business so had a few phone conversations to get this right, which is all it took to update one aspect for a better outcome."

"Being able to log in and upload my QuickBooks data is useful. I can upload, ping and discuss any salient points in about 10 minutes."



"One thing that changed for the better was Collins Hume going from small office premises to having more of a corporate presence. Their set-up is now one which could be picked up and placed in any capital city which is a positive. Their model is strong reinforcement of this."

Collins Hume's support of our client throughout his professional career has guided him as he has built a successful, and still growing, business for which he says does not need to advertise beyond good word-of-mouth and recurring, happy customers.

With the obvious synergies between our business philosophies, we look forward to being of assistance to our client for many years to come.



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