Mark Holton. **Smithink Director**

Need help in?

1. Delivering more business advisory services
2. Implementing the Enabler™ 7 Steps to Success System
3. Engaging the right clients on day one
4. Creating a customised business advisory client proposal
5. Developing a business advisory implementation plan
6. Creating the accountability measures around the plan
7. Running the ideal first client consultation
8. Explaining outcomes in terms the client can understand
9. Selling and marketing your advisory services
10. Delivering high-end lucrative add on services

Every accounting firm is faced with different issues.
We listen and create firm specific solutions. Experience delivers the how.

smithink.com

Smithink

EXPERIENCE DELIVERS THE HOW

Mark Holton

Director

Qualifications

M Comm, B Ed, GCert Mgt,
GCert Prof Acct, Dip Fin Planning

About Mark.

Mark has more than 30 years experience as an Accountant and Tax Agent in practice. Mark is also the Managing Director of Dynamic Taxation and Training Services.

Mark has developed specialised skills in the area of corporate presentations and training with extensive experience in both private and public sector industries in Australia, New Zealand, United Kingdom and Canada.

He is also a respected consultant in taxation and business management, in particular business advisory services implementation and administration.

Mark sits on the Board and is Honorary Treasurer of Ronald McDonald House at the Children's Hospital, Westmead. He is also the Chairman of The New South Wales Central Coast Academy of Sport.

Mark can provide a comprehensive range of professional services to analyse your practices business advisory services, empower your staff to reach new heights through effective training and coaching, and help build your vision for the future.

Our professional development services on implementing value added services in your practice, includes:

- Effective consulting with your client
- Implementation processes and procedures using the Enabler™ Seven Steps to Success
- Selling and marketing your value added services
- Developing specialist KPI's & industry benchmarks
- Customising industry templates
- Explaining formula outcomes in a manner the client understands
- Extending your clients financial literacy and decision making skills
- Interfacing your practice with Lenders
- Comparative and consolidated analysis techniques
- Delivering scenario planning models and solutions including:
  - Capital asset acquisition and funding
  - Premise purchase or lease decision matrix
  - Price management
  - Management of volume, price and discounts
  - Employee management
  - Cash flow management

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