



Grant Bloxham

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Grant is responsible for the strategic management of the Bstar Group of companies.

Bstar is a MIS company that provides professional advisers with a world class, online advisory business model to achieve practice success and grow their advice services.

Bstar Training offers best of breed training programs for accountants to transit to an advice services business model and financial planners to build trusting relationship with accountants so they can generate consistent, quality referrals.

The OPPORTUNITY is to generate \$1million in recurring advisory fee revenue for every 300 SME clients and increase a practice's advice services fix mix to 40% of total fees with a minimum average charge out rate of \$645/hr.

Our clients, Alliance Partners are accredited in the Value Improvement Benchmarking Advice ('viba') advisory process. They specialise in advising business owners on how to retire financially secure by growing the value of their business.

We offer our Alliance Partners:

- ▶ Proven materials/processes to increase client engagement rates from 1/10 approaches to 7/10.
- ▶ A patented valuation tool that scientifically determines the business cap rate/profit multiplier when valuing a business.
- ▶ The most accurate, real time valuation and performance benchmarks.
- ▶ A range of industry specialisation packages to retain/attract high value clients.
- ▶ Support for their own practice and advisory support services such as boards of advice for their clients.

We undertake continual research in the accounting/financial planning sectors. With the support of our Alliance Partners we release up-to-date industry research discussing the top strategic threats facing the professions, the key advisory needs and strategies to solve these issues.

We are privileged to work with the sectors Professional Associations, Government and our Industry Partners to bring this knowledge to the advisers of SMEs, so SMEs can achieve success in their business by receiving VIBA from their trusted adviser.