

MONEY MATTERS

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Kearney Financial Planning Named *2012 Practice of the Year*

The Kearney Group is pleased to announce that the firm has been named Victoria’s *Practice of the Year* for 2012 by its licensee, Securitor Financial Group. The award was announced yesterday at the Securitor Professional Development Day in Melbourne and follows the Kearney Group’s 2011 *National Practice of the Year* award, and CEO Paul Kearney’s *Adviser of the Year* accolade in 2010.

“As always, we are extremely honoured to be recognised by Securitor,” said CEO, Paul Kearney. “We’re certainly not perfect,” he continued, “but it is incredibly motivating to know we’re at least headed in the right direction and have the support of industry leaders like Securitor.”

Practice of the Year nominees were assessed against rigorous criteria and were required to demonstrate their commitment to practice development, diversified revenue streams, A-Grade compliance and the provision of top quality advice with outstanding outcomes.

Since its establishment in 1986, the Kearney Group has been driven to ‘do things differently’ and has provided a range of strategies and solutions that are holistic, integrated and custom-tailored for each and every client.

“We love what we’re doing. We’re passionate about helping people and strive to provide first-rate results to every person who walks through our doors,” said Kearney. “While the way we go about things can be challenging and creating customised strategies is time consuming, we have no doubt that it gives our clients the greatest benefit.”



Practice Profile

While the 2011/12 financial year was challenging for business and the world economy at large, the Kearney Group pushed forward with practice development efforts aimed at improving both the client experience and employee satisfaction.

- **Practice:** Kearney Group Financial Services
- **Established:** 1986 (Kearney Group/ Kearney & Co); 1998 (Kearney Financial Planning)
- **Location:** Abbotsford, Melbourne
- **Employees:** 46
- **Specialties:** Financial Planning, Debt Finance, Risk/ Insurance, Accounting, Taxation, Business Advice and Business Bookkeeping
- **Recognition:**
 - 2012 *Victorian Practice of the Year*
 - 2011 *National Practice of the Year*
 - 2011 *CPA Young Achiever Awards Finalist* (L. Ezard)
 - 2010 *Adviser of the Year* (P. Kearney)
 - 2008 *Victorian Practice of the Year*

In addition to the appointment of 22 new employees, FY 2011/12 involved the acquisition of a boutique business bookkeeping practice, further expanding the Kearney Group’s in-house expertise and client service offering.

During this same period, an ambitious 900-square-metre refit and expansion of the firm’s Abbotsford office was completed. The new space, boasting major facility improvements for clients and staff alike, was unveiled on the 25th birthday of the Kearney Group.

“We’re very pleased with the leaps we’ve taken this year,” stated Kearney, “and to see business performance hasn’t suffered during such a transitional period is very positive.”

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Kearney attributes this success to solid planning, healthy internal processes and a committed team.

During the year, the Kearney Group also continued with its community development efforts and corporate volunteerism mandate. The firm extended pro-bono support services to Ovarian Cancer Australia and for his fourth consecutive year, CEO Paul Kearney sat on The Big Issue Australia’s Board of Directors.

In his award acceptance, Kearney extended his congratulations to the entire Kearney Group team and thanked the Securitor network for their ongoing support and assistance.

As Victorian *Practice of the Year*, the Kearney Group is now in consideration for the national award. The *National Practice of the Year* will be announced at the annual Securitor Convention in April. ■■



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