



RSM Bird Cameron

## For Professional Advisors & Consultants

### Connect to our specialist services

RSM Bird Cameron's Turnaround & Insolvency team is developing closer ties with a number of other professional advisors, including accounting and legal firms and consultants.

The benefits of the relationship is that selected practitioners can call on partners, senior managers and the specialist Turnaround & Insolvency services offered by RSM Bird Cameron to augment the services offered by their own practice. Access to the specialist knowledge and resources which a firm of our size provides increases the services you can offer to your clients.

### Your clients

Our experience indicates that at a time of financial pressure, the need for new business strategies is often not recognised by directors and business proprietors – they may be too busy trying to “put out fires”, yet can't see the fire for the smoke.

Consequently, remedial action is left too late. This in itself may increase financial pressure on the business enterprise.

Your clients will benefit from advice which identifies the warning signs of financial problems and offers commercial and realistic solutions – their business may continue and prosper, or at least experience minimal financial hardship.

You will also benefit by retaining a client who will be forever grateful.

### Making a decision – urgent advice

Business failures rarely happen overnight. There are almost always early indicators of underlying problems.

The sooner these trouble signs can be identified, the easier the cure. Even an apparently profitable business may be underperforming or overborrowed.

As insolvency looms the signs become clearer – pressures from creditors, lack of cash, breaches in banking covenants and management in a state of crisis.

Any help back to recovery must begin with an informed assessment of the long term prospects of the business. But short term actions will also be needed to allow time for the long term issues to be considered and solutions to be implemented.

As a business advisor, you will be called upon to point your client in the right direction.

### You can turn to us

As the increasingly complex and ever changing business world becomes more demanding, businesses require financial strategies capable of addressing those changing circumstances. Anyone facing serious financial difficulty needs informed and sensitive advice.

Our experts are trained to recognise the warning signs of financial problems and to provide solutions to resolve them.

Where it is not possible to return the business to a profitable basis, our specialist turnaround & insolvency team are on hand to optimise your client's position in the face of impending insolvency.

Whether the situation calls for a monitoring strategy or a formal insolvency appointment, you can be assured of the personal involvement of partners and senior managers who have the hands on experience necessary to deal with a broad range of financial management situations.

### Why connect with RSM Bird Cameron?

The type of services offered by specialist insolvency practitioners cannot, by their nature, vary greatly from firm to firm. What can and does vary are cost of service; initial consultation; and the quality of service.

Our Turnaround & Insolvency experts are competitive with the best in these areas – key features to our service are:

- responsiveness to your needs;
- initiative in structuring the best result for you;
- involvement and availability of partners;
- timeliness.

### Our clients

By providing a quality, results orientated and timely service, RSM Bird Cameron have developed substantial experience in corporate recovery assignments and individual's financial problems. Our valued client relationships and connections include:

- corporations in financial difficulty that need assistance in reorganising their affairs;

- directors and business proprietors who have a personal financial exposure;
- bankers, other financial institutions, and government agencies that have concerns about the financial health of a borrower;
- lawyers seeking specialised business recovery services for their clients;
- other accountants and consultants seeking specialised business recovery services for their clients;
- the Court, in the case of certain formal corporate recovery appointments

### Benefit from our experience

Our team focuses on those industries in which we specialise, concentrating on applying what we already know to financial problems in industries we understand.

Our industry specialisation includes:

- agriculture
- building and construction
- commercial property
- education
- earthmoving
- fishing and aquaculture
- hotels, motels, pubs and clubs
- import / export
- manufacturing and engineering
- mining services
- newsagents
- retail
- transport
- motor vehicle dealerships and other floorplan dealerships

### Our fees

Our Turnaround & Insolvency team calculates their charges on a time basis. Fees are very competitive and will be discussed with you and your client in advance.

We are also conscious of the financial difficulties experienced by all parties as a result of financial pressure and accordingly, the initial consultation will be undertaken at no charge.

### Multi-disciplined team approach

RSM Bird Cameron's Turnaround & Insolvency team have staff skilled in handling these types of appointments backed by the resources of a full service national accounting practice that includes the following dedicated services lines:

- Assurance & Advisory
- Business Solutions
- Corporate Finance
- Risk Advisory
- Financial Services
- Tax Services

By connecting with our multi-disciplined team approach, you can be assured of us achieving the best outcome.

### For more information

RSM Bird Cameron's Turnaround & Insolvency services are available nationally.

Please contact us for detailed information.

## Turnaround & Insolvency - Albury & Wagga

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Our one-firm structure enables us to provide strong connections and a focus on client relationships. Clients can readily connect to our national and international expertise and networks, our extensive understanding of Australian business and to our directors and senior advisors. With RSM Bird Cameron you really are... **Connected for Success.**