

PARTNER PROFILE - ANN HARPER



Partner: Ann Harper

Company Name:

The name of my company is Ann Harper, Chartered Accountant.

Number of Years in Business:

I have been a business person for 35 years. I worked several years as a business manager, owned my own bookkeeping company and finally worked for a Big 4 accounting firm (Deloitte and Touché) and received my Chartered Accountant designation. I started my own firm in September of 2009.

Number of Years as a Simply Accounting Partner:

This is my first year as a Simply Accounting partner although I have used Simply since the Bedford days. In fact I taught Simply Accounting for New Brunswick Community College when Windows 3.1 was in use (not sure what version of Simply was then). I was hired by Deloitte because of my Simply Accounting expertise.

Tell us more about your business:

In my business I offer bookkeeping, financial statement preparation, personal and corporate tax returns, Simply Accounting training and remote assistance and consulting services. I have one part time employee and I am targeting small business in the Fraser Valley of British Columbia with my accounting practice and Canada with my remote assistance for Simply Accounting.

What are a few of the most valuable things you have done (programs, training, reading, networking, etc.) to help you grow your business?

The most valuable thing that I have done in my business is networking. In my field, anyone can perform any one of my services just as well as I can, but it is the personal touch and the trust that I instill that my clients will purchase.

How has being part of the Simply Accounting Partner Program impacted your business?

By being part of the Simply Accounting Partner Program certainly has increased my knowledge of Simply Accounting and Sage Products but by being part of the Simply Accounting Consultants group has increased my network and added to my resources to go to when I need answers or support. Although I have never been to Conference I hear on good authority that it is a great opportunity for networking and increasing your product knowledge.

What is your favorite thing about Simply Accounting?

My favorite thing about Simply Accounting is that it is a product that I can be proud of, proud to sell, proud to use, proud to train people on.

Funniest client story

I don't have a funny story but I do have a joke. A young accountant spends a week at his new office with the retiring accountant he is replacing. Each and every morning as the more experienced accountant begins the day, he opens his desk drawer, takes out a worn envelope, removes a yellowing sheet of paper, reads it, nods his head, looks around the room with renewed vigor, returns the envelope to the drawer, and then begins his day's work. After he retires, the new accountant can

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hardly wait to read for himself the message contained in the envelope in the drawer, particularly since he feels so inadequate in replacing the far wiser and more highly esteemed accountant. Surely, he thinks to himself, it must contain the great secret to his success, a wondrous treasure of inspiration and motivation. His fingers tremble anxiously as he removes the mysterious envelope for the drawer and reads the following message: "Debits in the column toward the file cabinet. Credits in the column toward the window."



Partnership Conference 2009

PRODUCTS & SERVICES

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You often hear "save time and money" but Simply Accounting Intelligence is the tool that can literally make that concept a reality with 11 pre-formatted and automated Microsoft® Excel® report templates and even more customization possibilities.

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ECONOMIC UPDATE

It is a great time to live in Canada! As a recent Associated Press story noted, "Canada's economy is the envy of the world." Canada continues to lead in the post-recession recovery. While banks across the globe have failed, Canada has not had a single bank fail during this recession. As a result, the Loonie has continued to find strength and is on par with the US dollar.

In other good news, 75% of the jobs lost during the recession have been recovered and the latest economist survey projects growth of 3.5% this year, which is higher than the budgeted figure of 2.6% growth.