



Business - Securing Your Financial Health - Building Your Professional Team

By Dr. Linda Hancock

ABOUT THE AUTHOR

Dr. Hancock has written a regular weekly column entitled "All Psyched Up" for newspapers in two Canadian provinces for more than a dozen years. Over the years, her readers and clients have said that they have benefited from her common-sense solutions, wisdom, and sense of humour. Dr. Linda Hancock, the author of "Life is An Adventure...every step of the way" and "Open for Business Success" is a Registered Psychologist who has a private practice in Medicine Hat. She can be reached at 403-529-6877 or through email office@drlindahancock.com

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As a solo professional, you will need to have expertise to help you with your business. Over the years, I have developed an amazing team of professionals who have provided me with information, savings and support. You will benefit from building relationships with individuals in the following roles:

1. **LAWYER** - I actually have more than one lawyer. Because my office is in the same building as a law firm, I have the advantage of being able to talk with any of their staff for issues involving my office lease, client issues and changes within the legal system. I also have a lawyer who is an expert on liability issues.
2. **ACCOUNTANT** - I tried working with a large national firm but did not like receiving huge bills for services that I wasn't sure were needed. Now I contract a woman who has a private business and pay her by the hour. She knows the Income tax laws extremely well and doesn't hesitate to contact Revenue Canada if she has a question. My accountant does all the forms that are required by the government - payroll remittances, Good and Services Tax (GST), annual income tax returns and financial statements.
3. **BANKER** - I find it better to deal with the Manager of my Credit Union because I know she will be there when I need her. This is not always the case with bank staff who change jobs frequently. The Manager also has the ability to get my requests met in good time because she supervises all staff and departments. We usually communicate through email and this saves a great deal of time in comparison to having to book appointments.

Besides these professionals I also value my insurance broker, travel agent, doctor, contracted assistant, "techie", hairdresser and many others who help me to be my best so that I can offer my best to others!

Build your professional team and value them. They help you to look good, be healthy and act professionally.