

# Health Services

Chartered Accountants & Advisors

[brentnalls-sa.com.au](http://brentnalls-sa.com.au)



## Our team

### Matthew Holden—Managing Partner



Matthew has extensive experience working with medical professionals and practices at all stages from start up to retirement/exit, including GP's, Dental, Pharmacy and Veterinary professionals. Matthew has worked with many young doctors seeking to enter practice ownership and provides expert advice and analysis.

### Shali Manolev—Partner



With over 15 years' experience in the health industry, Shali understands the complexities and pressures and has experience in valuing practices, benchmarking and performance management reporting along with succession planning and planning for retirement. Shali enjoys the connection between growing businesses, wealth and superannuation planning.

### Rick Albertini—Partner



Rick has over 20 years experience in the sector assisting many medical and health professionals. Rick is dedicated to achieving results in all facets such as strategic planning, estate and succession planning, corporate governance and tax planning.

### Christina Gulliver—Partner



Christina specialises in the health industry, working with medical clinics, specialists and other health professionals. She has significant experience delivering compliance and advisory services to medical clinics, specialist and other health professionals to ensure they are tax effective and compliant.

### Gavin Mitchell—Partner



Gavin has worked with health professionals for many years and has experience with General Practitioners, Dentists and Allied Health specialists. With experience in wealth creation, budgeting, benchmarking and the finance function within medical practices. Gavin can assist both business and their owners.

### Shannon Sims—Principal



With over 15 years experience working within the health industry, both with clients and at a government level, Shannon has a wealth of knowledge to share and has worked with a variety of practitioners including general practice, specialist medical practitioners, psychologists, other allied health and veterinary clinics.

### Sarah Hall—Principal



Sarah has significant experience delivering compliance and advisory services to medical practices, GP specialists, dentists and allied health professionals across Australia. Her focus is on structure reviews to ensure they are tax effective and compliant.



Your journey starts with a direct relationship with one of our professional advisors.

## **Our** experience

### **Brentnalls SA has a long and valued history of services to the medical and allied health professionals sector.**

Our services are delivered under the banner of Brentnalls Health, providing specialised support and expertise within the health sector.

We work hard to build relationships founded on trust, understanding and partnership. In return, clients say we are proactive, accessible, responsive and we understand their world.

Our client base extends across Australia and covers all facets of the health business operations. Our dedicated experienced team captures all elements of the health sector across:

- General Practice,
- Medical Specialists,
- Psychologists,
- Dentists,
- Chiropractors,
- Podiatrists,
- Speech Pathologists,
- Veterinarians,
- Not-for-Profit Health Organisations,
- Professional Associations, and
- Hospitals.

### **We are your trusted advisor as well as providing fundamental tax, accounting and compliance services.**

We're committed to building viable medical and allied health practices, by working alongside our clients to help them achieve their business goals using our **Brentnalls for Life** framework. We can help create peace of mind in a range of areas:

- Accounting & Tax,
- Wealth Creation & Preservation,
- Self Managed Superannuation Funds,
- Practice Management Consultancy,
- Retirement/Estate/Succession Planning, and
- Financial Wellbeing.



## **Brentnalls** for life

### **We understand the health industry**

As a business and medical professional you're faced with the challenge of managing a business and understanding the key issues relating to your industry, while providing a high quality of care to your patients.

In view of these challenges, Brentnalls Health provide your practice with assistance in managing the ever changing complex and demanding environment of the medical sector. We provide guidance and advice to improve viability and enhance your business growth potential through our financial and business advisory services.

Brentnalls for life is a framework designed to establish what you want out of life, and create the pathway to get there. More importantly, you can enter at any point of the process, and it is continually reviewed and renewed as your life and goals evolve.

It's a path of constant review and renewal as your life and goals evolve. We work with our clients to use the income vehicle to 'reach' the goals that they are truly seeking in life. Everyone wants different things, but the common link for all of our clients is the freedom that strong finances can bring to their lives. Imagine not being constrained by the limits of money and the liberation that comes with that for the remainder of your life.



**1. Accumulation**

**2. Consolidation**

**3. Protection**

We genuinely care about you. We want to see you grow and develop and have easier, less stressful lives. Our aim is to go deeper, beyond services and into what's really important.

Services in isolation are rarely effective—you live a connected life where money, family and lifestyle are closely linked, not independent of each other.

Life changes, and so do our needs and goals. That's why **Brentnalls for life** isn't set and forget. It's something that is constantly reviewed and updated.

**We're not only with you for today....we're with you for life.**

## How we help



### **Brentnalls Health's strength is in our teams capability**

Our collective understanding and depth of industry knowledge provides over 100 years' worth of experience combined. We are involved at state and national levels in the health sector and strive to remain informed of all changes and challenges.

### **Benefits to your business:**

- A trusted partner to develop the skills and capacity of your business.
- Advice is targeted and directly related to your business and personal goals.
- We provide the business tools and strategies for essential business management.

### **Our network**

Brentnalls Health enjoys independent relationships with the wider connections that we have established in support of your business, Medical and Health Consultants, Bankers, Financial Planners, Lawyers, Human Resource Consultants, and Marketing Specialists familiar with the health sector.

All of which are able to support and enhance our services, where necessary. Trust, understanding, and partnership are the cornerstones of our practice, and you can depend on us for the committed responses needed to change outcomes.

We want to see you succeed, and to make sure that your pathway to success is as smooth as it can be. This is why Brentnalls Health will treat your business, your wealth and your ambitions as carefully as we do our own.

Our health services team not only want to support your business to be a success but we also want to help you achieve your personal wealth goals. Whether you are currently studying, commencing your professional career, a practicing professional, considering purchasing a practice, and considering retirement.

## **Brentnalls** health services framework

### **Our services**

We provide guidance and advice to improve the viability and enhance your business growth potential through our financial service offerings, complimented by the business advisory services that are encompassed within the **Brentnalls for Life** process:



Delivered either face-to-face, telephone, or webinar.



Call us on  
08 8241 8444

## Delivering value for life

Our workplace is more than just desks and deadlines; it's a collaborative community where teamwork, open communication, and creating solutions by continually raising the bar for improved outcomes for our clients'. Brentnalls SA believes in upholding these **promises** in every aspect of our operations, striving to exceed expectations and foster long-lasting relationships built on our **values**.

### Our promises

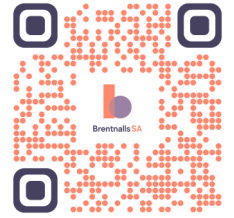
1. We believe in **independence**. We do not answer to anyone other than our clients.
2. We believe in **integrity**. We never compromise our principles or values.
3. We believe in **our people**. We trust that our expertise will help your business to thrive.
4. We believe in **equality**. We treat our people and every client fairly and equally.
5. We believe in **experience**. We know your industry and offer you advice that will help you succeed.
6. We believe in **our knowledge**. We are constantly updating our professional skills to give you confidence and trust.
7. We believe in **responsiveness**. We assume that everything is important and you are our first priority.
8. We believe in **relationships**. We like to visit your premises and meet face to face to understand your business better.
9. We believe in **consistency**. We ensure that our high standards of service are experienced by all clients.
10. We believe in **your future**. We always work towards your ultimate goal – financial freedom and security.

### Our values

It's the four core values we hold, as a firm, in our people and how we do business.



For a no obligation discussion call or email  
08 8241 8444  
admin@brentnalls-sa.com.au



Brentnalls advised us in a timely and cost effective manner. The ongoing support after engaging Brentnalls has not wavered. If you're thinking of leaving your current accounting firm then, like we were, unhappy but too afraid of the unknown? Our experience with Brentnalls Health has been nothing but positive.

**Dr Cara Bryant** | Littlehampton Medical Centre (Adelaide)

Danny's information and recommendations are accurate and up to date. The recommendations have streamlined many of our clinic procedures. Our goal was to become a high performing clinic, without compromising patient care, Danny has helped us achieve this and continues to support us. Danny tailors his services to suit the individual needs of each clinic and understands we're all slightly different. Danny has a can-do attitude and no challenge is ever too big.

**Corangamite Clinic** | Colac Victoria

After working with Danny, I now feel more positive about my capabilities as a Practice Manager. Danny helped me to define my role, set goals and has provided me with some great reading material, documents and spreadsheets.

**Latrobe Family Medical Practice** | Tasmania

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The Brentnalls Affiliation is not a partnership or a joint venture. Instead, the business of Brentnalls SA is independently owned and operated and it is an independent member of the Brentnalls Affiliation of Accounting Firms. Individual member firms do not accept responsibility or liability for the actions or inactions of any other individual member firm. Liability limited by a scheme approved under the Professional Standards Legislation.



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