



## Professional Services

Post GFC the accounting industry has enjoyed continual, robust revenue growth. The consistent demand for accounting services due to increasingly complicated regulation and key changes in legislation has helped contribute to this. Whilst there is growth, Macpherson Kelley understands the accounting industry is facing a rapidly changing landscape.

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Some large accounting firms are moving back into the legal space, while others are re-entering the SME market often via a separate private client firm. Outsourcing has also become more common over the last few years; facilitated and accelerated by changes in technology.

The outsourcing of lower level, high volume work has brought about changes in the consulting versus compliance mix of accounting practices which, in turn, has created some uncertainty for accounting graduates and inevitably impacted organic growth within accounting firms.

Macpherson Kelley's dedicated and passionate Accountants industry group are here to help your clients and your firm address these issues.

### Recent experience

#### **Financial Services Firm – Sale of equity**

Acting for the founders of a significant insurance broking business in the sale of their equity to Arthur J. Gallagher (an international insurance brokerage and risk management group).

#### **Family businesses – Succession planning**

Implementing a comprehensive succession plan for a large privately owned family business in the transition of its business to the third generation.

#### **Professional services firm – Restructure**

In the restructure of its state based subsidiaries into a national company.

#### **Property developer – Formalising estate planning and binding financial agreements**

Acted in regard to a client of an accounting firm who is in business with his son and who had recently remarried. Assisted by formalising an estate plan and binding financial agreements for he and his wife to create clarity and certainty around the blended family situation.

## Our Team



**Terry Kokkinos**  
Principal Lawyer - VIC

**D:** +61 3 9208 9853  
**E:** [terry.kokkinos@mk.com.au](mailto:terry.kokkinos@mk.com.au)



**Mark Dillman**  
Principal Lawyer - QLD

**D:** +61 3 9794 2621  
**E:** [mark.dillman@mk.com.au](mailto:mark.dillman@mk.com.au)



**Jason Ashton**  
Principal Lawyer - VIC

**D:** +61 3 9794 2632  
**E:** [jason.ashton@mk.com.au](mailto:jason.ashton@mk.com.au)



**Prath Balasubramaniam**  
Principal Lawyer - VIC

**D:** +61 3 8615 9989  
**E:** [prath.b@mk.com.au](mailto:prath.b@mk.com.au)



**Brooke Glastonbury**  
Principal Lawyer - NSW

**D:** +61 2 8298 9530  
**E:** [brooke.glastonbury@mk.com.au](mailto:brooke.glastonbury@mk.com.au)



**George Haros**  
Principal Lawyer - VIC

**D:** +61 3 9208 9842  
**E:** [george.haros@mk.com.au](mailto:george.haros@mk.com.au)



**Vicky Keller**  
Principal Lawyer - VIC

**D:** +61 3 9208 9860  
**E:** [vicky.keller@mk.com.au](mailto:vicky.keller@mk.com.au)



**Malcolm McBratney**  
Legal Practice Principal - QLD

**D:** +61 7 3235 0468  
**E:** [malcolm.mcbratney@mk.com.au](mailto:malcolm.mcbratney@mk.com.au)



**Warren Smith**  
Principal Lawyer - NSW

**D:** +61 2 8298 9595  
**E:** [warren.smith@mk.com.au](mailto:warren.smith@mk.com.au)



**Daniel Wignall**  
Principal Lawyer - QLD

**D:** +61 7 3235 0460  
**E:** [daniel.wignall@mk.com.au](mailto:daniel.wignall@mk.com.au)