



# LANDSPLITTERS

STRATEGIC  
ALLIANCE  
INFORMATION  
FOR  
ACCOUNTANTS



## WHO WE ARE

---

**Landsplitters Pty Ltd** is a consulting and property development group dealing in property development projects for clients and for the company, operating geographically in the cities of Melbourne, Sydney and Brisbane.

Our head office is located in Melbourne, Australia and we operate primarily in the three Eastern capital cities of Australia, where populations are highest and the demands for our type of developments are considered prevalent. We specialise in the development of Residential Splitters, Residential Duplexes, Broadacre and Rural Land Subdivision, Commercial Property Development and value adding to Commercial Property.

Essentially, what we do is we create and build successful property development businesses for our clients. To achieve this, we work continuously and extremely closely with our clients' accountants, with a view to a long term horizon. In addition to our clients' projects, Landsplitters also develops many projects in the above sectors for the company itself.

## OUR ROLE

---

We undertake the responsibility of completing projects involving our specialty in Splitters and Duplexes for our clients, as project managers from the beginning, right through to the completed product. We are the facilitators in all facets of our clients' projects.

It is due to this experience with our clients, that, with time we have been able to observe them growing and developing their property development businesses – initially from small scale one Splitter projects, to multiple small-to-medium scale projects involving combinations of Splitters and Duplexes in many different locations. We believe that this diversifies and mitigates the risk of having substantial exposure in only one project.

We have been with our clients from the beginning, managing their property development businesses and essentially developing and guiding our clients all the way.

**We provide a turn-key solution for our clients. Our clients use our services to implement our systems into their property development businesses and grow over time.**



## OUR STRATEGIC RELATIONSHIPS WITH OTHER PROFESSIONALS

---

We work with our vast network of other experts that we have established over many years in the industry, in order to bring the whole process together for our clients. These include our exclusively selected team of professionals that we work closely with, in order to achieve the end result. Our team consists of a very tight network of accountants, buyers agents, solicitors, banks, architects, councils, builders and many different types of trades.

By far, the most important relationship for us, next to the client, is the relationship with the accountant. All professionals involved can be described as 'service providers' in the process. For Landsplitters, we consider ourselves more than just service providers. We have a vested interest to see that our clients succeed. The accountant plays a major role in the process with us. Due to the high level of attention that will be required by the accountant, we consider our relationship with the accountant as being more than just any business relationship, and therefore we treat it as such. We perceive this as perpetual.

## STRATEGIC ALLIANCE: WHAT WE ARE LOOKING TO CREATE

---

Our relationship with our clients' accountant is a unique relationship between us and them, where both parties bring to the table a distinct set of skills, both focused towards getting an exceptional result for the client. The successful outcome for the client depends on the two sets of skills from the strategic alliance blending together and creating the end result. Our skills lie in bringing the process together and making sure everything is happening step by step at every particular point in time, until the process is complete. Your accounting skills, business advisory skills and financial knowledge, together with overseeing the growth phase of your client's business, is just as crucial to their long term success as what we at Landsplitters do for them.

The strategic alliance will result in cross referrals of new clients from both parties. That is, we will refer our new clients to you. These are new clients coming to us as referrals via our existing client base. They are usually linked as relatives or close friends of our existing clients. In turn, you may have your own clients that you have known for a very long period that you wish to refer to us to then become our mutual clients. This process will continue indefinitely as the strategic alliance gains more strength over time.



## FEE STRUCTURE AGREEMENT

---

All accounting fees are covered and paid by us - Landsplitters - to all accountants, including you. The client does not pay the accountant for our services, Landsplitters pays the accountant. We specifically allocate up to 20% of our fees that we receive from the client on each project to pay the accountant. Landsplitters pays the fees to the accountant when they are received from the client, after a project is complete. We sign an agreement with all our accountants for these fees at the beginning of each new project the client commences. This in future will generate substantial accounting fees for the accountant, and they will experience growth in fees annually. As the client's business experiences growth, so will our accountants, through the fees received from us.

As observed via our existing accountants, it is possible over time that accounting fees generated by accountants through Landsplitters can end up in their own right exceeding all fees currently generated from an existing accounting practice as

## ACCOUNTANTS ROLE DEFINED

---

Your role will involve many of the following functions:

- Setup and maintenance of corporate structures
- Lodgment of annual company tax returns
- Lodgment of quarterly BAS statements
- Semi-annual cashflow statements when required
- Quarterly cashflow statements when required
- Monthly cashflow statements when required
- Tax minimisation strategies and advice
- Ongoing business advice

You will already be very familiar with the above functions and have been undertaking them for a variety of your existing clientele either as separate individual functions or combinations.

Initially, the process may only require for you to undertake a few of the above functions. In time, as your clients' businesses experience growth, all the above functions will be required.

## HIGH LEVEL OF CLIENT SERVICE

---

We pride ourselves on an exceptional client service for all of our clients. Our objective is to build a close relationship with all of our clients that will last for a lifetime. It is for this reason that we are selective when choosing our clients as we view things longer term and the focus is on a close working relationship into the future.



## RESULTS FOCUSED & TARGETS ACHIEVED

---

At Landsplitters, we build our clients' property development businesses with absolute precision and with a major emphasis on minimising business risk. Once our clients' property development business is underway, we implement the right procedures and systems and, with our knowledge of development, this puts all the odds of success in our clients' favour. Best of all, we do it all for our clients, so our fullest intention together with theirs, always goes into their business. Once the business is well on the way, we then manage it all from there on. That is our longer term objective. Our client is like the Chairman of the organisation sitting on the top and looking down. Best of all, it's their business!

## OUR BACKGROUND

---

Landsplitters was created in 2012 through the amalgamation of several consultants who have a combined experience of 33 years in the property development industry. This was due mainly to a high demand from our existing clientele undertaking projects in the above sectors and currently utilising our services and expertise for these projects. Landsplitters and each of its representatives hold Professional Indemnity Insurance to the value of \$20,000,000. All Consultants and Project Managers working directly under the umbrella of Landsplitters and representing Landsplitters Pty Ltd are each individual policy owners of Professional Indemnity Insurance Cover, covering all claims up to an amount of \$20,000,000.

## YOUR NEXT STEP

---

After your initial meeting with one of our senior consultants, you will require some time to look over the data and to absorb everything that has been presented to you at the meeting, so that you have a clear concept of what we are actually trying to achieve and feel comfortable in proceeding further with us.

You may decide to arrange a second meeting before you make your decision and present us with any further questions about the process you may have, that may not have come up in our initial meeting. We will be more than happy to answer anything further you may have with regards to the process, which will assist you with making your decision.

Alternatively, you may decide that you are happy to proceed with a Strategic Alliance after the first meeting, or after the second meeting.

Once you have made the decision to go ahead with the Strategic Alliance and join us, your next step from there will involve another meeting with one of our senior consultants to explain the process more in depth and go through the formalities required. We then schedule a training seminar, usually undertaken at your office, that will involve an education process giving you a more thorough understanding of our processes and some of the theory behind the process. Here we also cover the administrative and management process involved from an operations point of view, including all legalities and contracts that will be utilised between us and the client, us and you, and you and the client.

**From that point onwards, we look forward to working with you and taking the journey with you into the future!**