

▼ MENZIES POSITIVELY CHALLENGE ME & MY BUSINESS



- Positively challenge 24%
- Sometimes challenge 50%
- Never challenge 26%

▼ TOP 3 ATTRIBUTES OUR CLIENTS VALUE THE MOST



NPS SCORE ▼

An industry index to measure advocacy

▼ CLIENTS FUTURE PLANS (NEXT 1-2 YEARS)

- 14% Estate planning
- 14% Need to better protect private wealth
- 10% Launching new products/services
- 9% Want to increase organic growth
- 8% Looking to restructure
- 7% Raise finance
- 7% Sell business
- 6% Look to acquire
- 5% Move of premises
- 4% Renegotiate terms with suppliers
- 2% Potential MBO
- 15% Other (Retirement, investment, sale of shares)



SUMMARY ▼

