

Opportunities are waiting to be found in challenging times

JANNE SELETTO

FINANCIAL planner Tim Mackay is a member of the Masterclass.

Mr Mackay, 37, of Chatswood's Quantum Financial Services Australia, has been named one of the nation's top money makers by a business newspaper.

The newspaper rated performances in its annual Masterclass financial knowledge exam, with Mr Mackay scoring in the top 50 nationwide and the top 20 in the state. "For me it was important to do the exam," the Pymble resident said.

"It's an honour to do well, but the main thing is that it gives clients confidence."

Confidence, always an essential part of the client-advised relationship, is needed more than ever in the current rough financial water.



AWARD: Tim Mackay.

"Most of our clients we have had over quite a time so we have educated them," Mr Mackay said.

"Now, OK they have lost money, so what do we do? We need to put a plan together.

"I tell my clients they need to remain active - to

reassess their situation. Times have changed but change provides opportunities."

Mr Mackay said Quantum catered for a lot of time-poor executives and professionals and for "pre-retirees".

They will soon reach another market as the company continues its free presentations to Centrelink clients and starts a program to provide pro bono help to needy individuals.

"Most people look at the North Shore and think people are wealthy," Mr Mackay said.

"Yes but ... a lot are asset rich - they are living in big houses - but they are cash poor."

Mr Mackay joined Quantum, his father's company, in 2005 after working for Deutsche Bank in London and New York.