

PROFILE - Peter J Towers



Professional organisations that I have been involved with:

- Fellow - Australian Society of Certified Practising Accountants
- Fellow - Australian Institute of Company Directors
- Member - Institute of Management Consultants

Career includes twenty-three years as a principal of an accountancy practice, ten years in commerce (six years of which were as Chief Financial Officer/Company Secretary of a listed public company) and twelve years as a Business Consultant (ten years of which performing a contract role as Business Adviser for the Australian government's COMET [Commercialising Emerging Technology] Programme from 2001 until May 2010, when the COMET Programme ceased).

Since December 1999:

- **Managing Director - Enterprise Support Systems Pty Ltd** - the developers of "ESS BIZTOOLS" which is a web-based "*business of business*" advice package for accountants/business advisers (www.essbiztools.com.au) containing:
 - Business Advisory Services:
 - 11 modules to assist accountants/business advisers in their preparation to deliver business advisory services;
 - 18 product modules comprising tutorial papers, templates, forms etc., to assist in the delivery of business advisory services
 - Client Mentoring and Coaching:
 - 12 modules prepared ready for accountants/business advisers to use with their clients.
 - Business Plus+:
 - a pre-prepared monthly newsletter concentrating on topical business issues for SMEs, for subscribers to brand and send to their clients.
 - Leadership Modules:
 - 9 modules on leadership strategies to assist accountants/business advisers to up-skill team members and SME clients.
 - Client Seminars/Webinars:
 - 35 modules ready to use by accountants/business advisers.
 - ESS Papers:
 - 500+ papers under 62 different subject headings targeted at SME operators
 - 35 papers targeted at accountants/business advisers
 - ESS BIZGrants - a "cloud technology" package to assist accountants/business advisers identify Australian, State and Territory Government grants for which individual SME clients may be eligible.
- **Managing Director - Towers Business Development Pty Ltd** - Management Consultants specialising in:
 - Management Restructuring and Training - Professional Practices and Businesses
 - Business & Strategic Plans
 - Presentation of workshops for the Entrepreneurs' Program:
 - Role of a Director in small and medium businesses
 - Role of a Director/Committee Member of Not-for-Profit/Charity Organisations
 - Budgets
 - Cashflow Forecasts
 - Strategic Reviews
 - Getting Investment Ready for Crowd Sourced Funding Equity Raising, Early Stage Innovation Company, s708 Capital Raising
 - Business Training
 - Seminars on Business
 - Mentoring
 - Director and Management Training
 - Corporate Governance Review
 - Business Development

- Business Investigations and Review
- Advice on Buying and Selling Businesses

Mentoring Skills:

Peter performed a contract role as Business Adviser for the Australian government's COMET (Commercialising Emerging Technology) Programme.

This role required Peter to act in a mentoring advisory capacity for businesses which had developed new technologies and were seeking advice on getting their businesses "*investment ready*" so they could try to attract investment capital.

This entailed significant mentoring time being spent with each client in familiarising them with the types of services that external consultants can provide and continually steering them towards achievement of the items listed in their Action Plans, whilst at the same time, making them very aware of issues such as:

- director's duties;
- corporate governance;
- relationship with shareholders;
- accountability;
- leadership;
- interpretation of financial accounts;
- instigation of business systems;
- human resources management;
- understanding the role of business angels; and

a myriad of other business relationship activities relevant to fast growing emerging companies.

Civic Involvement:

- Alderman - Townsville City Council - 1982 to 1985
- Director and Treasurer - Townsville/Thuringowa Development Board (now Townsville Enterprise Limited) - 1988 to 1991
- Honorary Treasurer - Anglican Diocese of North Queensland (2002 to 2007)
- Chairperson - The Mission to Seafarers, Townsville (2001 to 2013)

Sporting Involvement:

- Foundation Secretary (1966 to 1970) and Life Member of the Townsville Junior Soccer Association
- President - Queensland Junior Soccer Federation - 1973
- Chairman and Deputy Chairman of Townsville Kern United (which played in the Queensland State Soccer League from 1978 to 1982)

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