



Reckon

David Spears owns [TSC Services](#), a small business consultancy firm on the mid-North Coast of NSW. He has been a Reckon Accredited Partner since 2008. David first established his business in 1992. He says the company mentors, supports and trains small business owners and what makes TSC unique is their approach to using integrated solutions to streamline bookkeeping activities.

Quick News recently interviewed David and asked him what drove him to become a partner, a little bit about his clients and his views on QuickBooks.

Tell us about how you became a Reckon partner?

I personally have been using Quicken since leaving university in the 1980s and QuickBooks since GST was introduced in 2000. Initially I calculated that being a partner was a cheaper way to get up to date copies of both Quicken & QuickBooks!

And since then, how has being a partner helped your business?

Reckon is my business. As a partner I have access to incredible technical support facilities & knowledge resources that enable me to tailor some amazing solutions for clients.

You know a lot about QuickBooks, what do you most like about the software?

Flexibility. My business success depends on our ability to customise QuickBooks to suit an individual client's needs. We try to make it easy to use, whilst still providing ongoing services such as bulk importing of transactions.

What, for you, has been the most important improvement in accounting software in the last 10 years?

The ability to easily import transactions from a spread sheet, or bank statement, into an online accounting system. My guess is that it won't be long before we see banks offering online accounting packages as part of their service.

Can you tell us a little about a unique client of yours?

I developed a QuickBooks system to manage a shipping container sales & hire company, complete with tracking individual serial numbers. What made it unique, was we could track & report on the same container across all processes, including multiple Accounts Receivable – a feat that the wholesaler could not achieve.

Have you got a great QuickBooks tip to share with other partners?

QuickBooks has become a technically rich product yet it is almost impossible to find a place to seek knowledge to learn some of the tricks. I highly recommend attending local and national conferences. The notes and presentations from these conferences are "gold".



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