



Professional Investment Services

ABN 11 074 608 558 | Australian Financial Services Licence Number 234951

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Media Statement

Hartmann's makes a move to the future

A DESIRE to provide more for clients in trying economic times has seen leading Toowoomba wealth management firm Hartmann Financial Solutions join one of Australia's leading financial advisory groups.

Hartmann's, which has been operating in the Garden City since 1979, has joined financial services group Professional Investment Services (PIS), Australia's number one dealer group as ranked by IFA and Money Management magazine for the past three years.

PIS was founded in Queensland in 1996 and has grown to more than 1500 advisers across Australia, 900 in its international operations, 200 staff, along with more than \$20 billion in funds under administration globally.

Ced Hartmann, founder of Hartmann Financial Solutions, worked initially by himself. The company has since grown to employ six advisers along with support staff.

"I always thought Toowoomba would be a terrific place to run a business," he said.

Mr Hartmann commented when he first arrived in Toowoomba he knew nobody, but was embraced by the community to the extent that within three years he was one of National Mutual top advisers.

Mr Hartmann said, "Through PIS I can see a lot more opportunity for both Hartmann's and our clients going forward".

"PIS, through their non-aligned position, offer a greater deal of flexibility when you are looking to invest client funds."

PIS chief executive officer Robbie Bennetts said the Group prided itself on delivering regardless of economic conditions.

"PIS has achieved significant growth every year since the company was founded in 1996," he said.

"This demonstrates the benefits of being able to provide clients with a diversified investment strategy, particularly during tough economic times."

He said the continued success and strength of the Group is achieved through a high touch, referral based business model.



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“The PIS business model is focused on building strong relationships between accountants and financial advisers who generate further business through referrals.

“We are proud of having a team culture of providing strategy, support and expertise to assist in the business growth of our network of advisers and accountants.”

Mr Bennetts, who is well known in the industry for his vision, was named as one of Australia’s ten most influential in the financial service sector in 1996 and is regularly invited to speak at industry forums both in Australia and overseas.

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