

## Feeling “taken for granted” now your honeymoon with AIM is over?

Dear

Getting listed on AIM meant entrusting your future to one of the large accounting firms. And now the honeymoon is over, are you starting to miss some of the close, working relationships you once enjoyed?

### **A Shared Vision**

At FW Stephens you can rediscover that quality of relationship. That’s because we place you at the centre of a **shared vision** – one that gives you clear direction and identifies new business horizons.

Our clients tell us they feel connected to us. They encourage us to grow with them, enjoying our depth of understanding, breadth of service and the levels of proactive support we provide.

### **Personal service**

Ring FW Stephens for advice and you’re assured of a personal service. You’ll talk to a senior partner who knows your business, not a rookie standing in for someone else.

What’s more, your partner stays on your account and you enjoy that continuity from year to year. Just like the kind of relationship you had with your accountant before you went public.

### **AIM-level Accounting Experience**

Ten years auditing AIM-level companies like yours has given us knowledge and insight into what the market expects. You get thorough, impartial AIM-level auditing and reports delivered on time to satisfy the tight stock market deadlines.

And you’ll be surprised. Even though we’re based in the City alongside the big accounting firms, businesses like yours can expect far better value from us.

### **Peace of Mind Through A Fixed-Fee Arrangement**

You see, unlike the big firms who charge you for every single phone call, with us you get all the benefits of our experience built in to a fixed fee from the start of our relationship.

Which means you can call us anytime for advice and know we’re not stockpiling invoices to bill you with later on. In fact, you can rest assured you’ll only receive



three fee notes a year to accompany the commencement, completion and signing off of your auditing fieldwork.

***One of our clients said they felt "ripped off" working with one of the big firms. Not at FW Stephens.***

Forget what we've told you about our emphasis on personal service, our proactive dealings with our clients and the peace of mind we guarantee you, and consider this:

We came in on the ground floor of AIM in 1996. In ten years we've built a growing list of large and small AIM clients, and today we're ranked in the top 20 in terms of the market capitalisation of the firms we work with.

It's a business vision we'd very much like to share with you.

Yours sincerely,

FW Stephens

P.S. Are you still happy to carry on in your current relationship, or would you like to take a closer look at FW Stephens? One of our partners will call you in the next few days to explain more about how we can share our business vision with you.