

# Member Case Study

Collaboration in Italy, Germany, Mexico and across the US helps business

Hellam Varon & Co explains how MGI Worldwide membership has enabled the company to strengthen relationships, win new business and meet niche client needs in North America and Europe.

Hellam Varon & Co is a Washington-based full-service CPA and consulting firm that is dedicated to helping clients meet the demands of a complex and constantly evolving world. Founded in 1981, the Firm has developed strong relationships with high-net-worth families and businesses across the manufacturing, construction and professional services industries, among others.

Over the past few years, the Firm has seen a rise in the number of clients that have global requirements. Lisa Hayward-England, Shareholder at Hellam Varon & Co, explained how MGI's international reach and expertise allowed her business to collaborate with fellow members in Italy, Germany, Mexico and across the US to satisfy these new demands.

## MGI Worldwide facilitates Italy real estate investment

One of Hellam Varon's clients expressed a desire to make a large real estate investment in Italy, an area in which Lisa's company previously had little experience. However, she had recently met Dario Galloni and Giovanni Triunfo from Milan-based MGI member MGI De Leone – Triunfo – Galloni & Associati.

The Italian firm is an independent accounting business that has a broad spectrum of industry specialisations, including real estate. Hellam Varon referred the client to Dario and Giovanni, who were able to fulfil their needs and generate value for all parties.

"It's great to have good clients that we can refer to good people," Lisa explained.

"Ten years ago, clients would have said: 'I'm buying a piece of property in Italy, what do I do?' and we would have said 'I don't know'. Now we can say, with great confidence: 'I'll check on that for you and get back to you'."

Another great example of this international collaboration arose when a client that leases deep-sea fishing boats contacted Hellam Varon because they wanted to store a vessel at a facility in Mexico. Lisa's firm was able to leverage MGI's extensive network to find Mexico-based partners to complete the deal and meet the client's very particular requirements.



*"MGI Worldwide's reach and expertise allows us to collaborate with fellow members in Italy, Germany, Mexico and across the US to satisfy new demands."*

Lisa Hayward-England, Shareholder from MGI member firm Hellam Varon & Co based in Bellevue, Washington, USA.

**Hellam Varon**  
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## Expert services

- High-net-worth families
- Manufacturing
- Distribution
- Construction
- Real Estate
- Wineries
- Professional services
- Non-for-Profit among others

Member Case Study from MGI North America

## Significant advantages state-wide

Access to a strong network of North American affiliates has enabled the Firm to generate new business via other members.

For example, the US has 50 states, which all possess unique tax laws in addition to federal legislation. MGI's North American membership means affiliates based in other states can easily get in touch with Hellam Varon to discuss Washington-specific legislation and vice versa.

This not only encourages regional knowledge and resource sharing in general, but has created specific business opportunities. In fact, Lisa explained how an MGI member in Southern California recently contacted her company to assist with a Seattle-based project.

"One of their clients had bought a company that was based in Seattle, and so the personnel records were in Seattle and the 401(k) audit had to be done," she stated. "They decided it was easier to have us do the audits. So it's also worked really well in North America."

## It's important to know the people

Hellam Varon has been an MGI member for five years, and Lisa is a firm believer in making the most of tapping into the expertise and resources available via a global network.

"We think it's important to know people. We can say if we're sending a client to someone in California, actually I know Jeff and Hani (of Wright Ford Young & Co) or I know Ken (from Kirsch Kohn & Bridge LLP). I know who they are," she explained.

Hellam Varon's pro-active membership approach also extends overseas. Lisa hailed MGI Worldwide's international meetings as a fantastic way to network with other members. Her firm now regularly sends business to affiliates in Italy and Germany as a result, safe in the knowledge that clients will be in the right hands.

MGI North America is part of MGI Worldwide a Top 20 ranked international accounting network with some 5,000 independent auditors, accountants and tax experts in over 250 locations worldwide.

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Lisa Hayward-England

Thank you to MGI Worldwide member firm

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**Lisa Hayward-England, Shareholder**  
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Hellam Varon & Co is a member of MGI North America, located in Bellevue, Washington, USA. The Firm has been providing audit, accounting, bookkeeping and tax services for over 30 years. For more information go to [www.hellamvaron.com](http://www.hellamvaron.com)

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## Get in touch

Do you have a Member Case Study that you would like to share?  
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## About MGI Worldwide

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