

## Firm's new head of tax

PITCHER Partners has recruited former BDO tax adviser Stephen Nisbet to head up the firm's tax division in Adelaide.

Mr Nisbet has more than 15 years of experience across the financial services industry, including more than 10 years with big four firm KPMG.

He said he felt privileged the mid-tier firm's partner group had "placed their trust in me at this exciting time".

"I could tell very early on in discussions that what the firm was looking for in a new principal matched very well with my own hopes and values," he said.

Last month Ben Brazier took over as managing principal of Pitcher Partners, replacing Tom Verco, who led the firm for 17 years. In December, the firm added two new service lines in strategic advisory and outsourced financial services.

## Splitit teams up with Visa

BUY now, pay later company Splitit says it is partnering with Visa, becoming an early adopter of Visa's instalment payment solutions API that lets cardholders divide their purchases into smaller payments.

Visa announced the instalment solutions program last year as buy now, pay later services such as SplitIt, Afterpay and Klarna gained more popularity in the marketplace.

Splitit managing director Brad Paterson said the partnership makes it clear Visa was interested in partnering with buy now, pay later services rather than competing with them.

"We feel it was a great match for aligning our mutual interests," he said. "It's another reinforcement of our business model." Splitit says it is unlike other buy now pay later companies in that it does not issue new debt for shoppers.

# Flexibility at the core of a better working life



It's vital that I champion and empower all my team - especially women - by making their working environment as positive and flexible as it needs to be for them to get their jobs done

MELLISSA LARKIN

CHANGEMAKER: Mellissa Larkin says she is passionate about providing a positive workplace at her legal and consulting firm Peripheral Blue.

### GIUSEPPE TAURIELLO

MAINTAINING a "work-life blend" and promoting flexibility in the workplace has been the key to success for local lawyer and Telstra Business Women's Awards finalist Mellissa Larkin.

Ms Larkin, who has been named as a finalist in the small business category of the Telstra awards, walked away from a 20 year corporate career in 2016 to set up boutique legal and consulting firm Peripheral Blue.

Her vision was to disrupt the traditional legal services



model, and champion a flexible workplace free of the "overwork and exhaustion that has long characterised the legal industry".

"I stepped away from a successful 20-year career in corporate law to start the business," she said.

"I envisioned a transformation of the traditional legal model's pyramid structure and high partner profit shares, a firm free from bullying and

harassment, and the culture of overwork and exhaustion that has long characterised the legal industry.

"It's vital that I champion and empower all my team - especially women - by making their working environment as positive and flexible as it needs to be for them to get their jobs done, enabling them, in turn, to give back to our clients and the industry."

In addition to providing legal support and services to companies and in-house legal teams, Peripheral Blue provides a range of consulting services including contract

management advice, governance, policy, risk and compliance support, and privacy and data protection advice.

Ms Larkin said being named a finalist in the Telstra awards provided a platform from which she could continue to campaign for change across the legal sector.

The mother of three encouraged women to "take charge of their lives and back their abilities".

"If something isn't working, women should be supported to make the changes necessary to create the life they want while still having a rewarding and

impactful career," she said.

"I hope that in having reinvented my ideal professional life, building a business which brings real value to staff and clients but which affords me the flexibility to be present for and stay connected with my family, I can inspire others to do the same."

Other finalists in the small business category of this year's Telstra SA Business Women's Awards are Amanda McKinnon from LaserTat, Dena Vassallo from Society, Diversity Inclusion's Lucinda Hewitson and Tania Tonkin from DMCA Advisory.

Featuring James Morrison and David Campbell

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