



Margaret Munetsi

Principal, Chartered Accountant

T 1300 360 186

margaretm@cp1.com.au

Margaret Munetsi is one of three girls and mother of two daughters. She is passionate about sharing knowledge among all women, young and old, to instil in them the confidence to be as involved as they want or need in managing their family financial affairs.

A Principal at Sydney accounting and financial planning firm, CountPlus One since 2017, Margaret works closely with the firm's high net worth clients, both individuals and their families, to ensure they have the solutions they need for every stage of their financial journey.

'Peace of mind' is an expression she uses frequently to describe her approach to serving clients.

"Whether someone chooses me or another advisor they need to ensure that the relationship they have with that person is not superficial. It is going to be for a long time and at the end of the day, they should have peace of mind. There needs to be a clear plan of action and someone helping them through the process," said Margaret.

Warm and gently spoken, Margaret is matter of fact about her strengths.

"What I know about a good accountant is they are logical, and I am logical. I can see patterns in behaviour.

"What I have discovered is that I understand people, I understand relationships. It's really easy for me to read a person and understand and interpret what they need. Tapping into that, it doesn't matter what industry they are in, I can make it work. I can figure out what they need and bring them to the table," she said.

That same intuition comes to play in working alongside her colleagues at CountPlus One, both as part of the CountPlus network and in philanthropic work they do as a team in the community.



Margaret Munetsi

Educating Women

With plans afoot for CountPlus One to launch a women-focussed education series, Margaret is adamant that it's not about speaking only to women but rather, to give all the wives, mothers and daughters the confidence to participate in family discussions around finances and the decision making.

She said the women she talks to are already empowered in many ways – a lot of them are leaders in their fields or support men in leadership roles. "They challenge me to find a solution that makes sense – logical, well thought out and personal. I need to recognise that."

The education series will be about "sharing our wealth of knowledge with women in the firm's network."

Nomadic spirit

Raised in Zimbabwe, Margaret says she is grateful that her parents gave her the gifts of education and a strong work ethos, which have led her to do what she loves. She didn't grow up aspiring to be an accountant, but came to it in a roundabout way, picking and choosing the parts of the career pathway that she excelled in.

Her mother instinctively arranged for a day of work experience at Deloitte in Zimbabwe when school-aged Margaret was contemplating her future, and she came away thinking 'Oh wow! That's exactly what I want to do'.

She did work for Deloitte too, in Zimbabwe and later with Deloitte Private in Sydney.

Her 'nomadic' spirit took over when the first child, now 20, was born and Margaret, her husband and eldest daughter moved to New Zealand.

Trusted Advisor

While still feeling 'very nomadic' Margaret says this is "the first time I've ever felt like I've found the people I can do this with for the rest of my career. (CountPlus One) is like a family. There's respect there definitely. We all see how hard we work, we all bring something different to the table and there's a lot of learning there too."

With Covid-19 restrictions beginning to ease in some states, Margaret says she is keen to resume meeting face to face with her clients. "As much as I have enjoyed the solitude of the confinement, I have really missed the contact with clients, seeing them in person or going out to their houses or businesses."

Going forward, she has a passionate focus on not just serving clients herself, but pulling together the right teams from among the firm's accountants and financial planners to provide all-round service to clients.

"I think that's critical. What I really pride myself in is giving that peace of mind – giving you an answer or solution that serves a need that I can understand and articulate back to you."

She takes very seriously the idea that the accountant role is increasingly one of 'trusted advisor' particularly given the amount of private, family and financial information shared through the years of working with clients and their families.

Margaret quotes two life lessons she has learnt from peers. One, that your client base is a reflection of who you are, which has made her thick skinned and resilient, and taught her to say no.

And secondly, the power of being the person a family turns to in a crisis.

"If dad is on the deathbed, who do the family get on the phone and talk to? It's about the people being left behind knowing they can rely on you having set everything up so they are taken care of. It's not about which boxes we're ticking, it's about giving peace of mind and a plan."

