

Steven Bankler, CPA, Ltd.

Client Spotlight: Workspace Solutions

Creating room to grow has been a central theme in Bill Schiller's life. Just



out of school, Bill found room to grow in South Texas, where he got a job as a factory representative selling furniture. Returning to San Antonio a couple years later, he broadened that experience in the large shelving and filing system business.

What he thought would be a transitional job turned into an 18-year career, one in which he learned everything there is to know about record storage for large companies. Times changed and, as record storage became more about digital files and less about shelving, Bill found himself facing the transition period he anticipated so many years ago.

"I had always wanted to start my own business," he said. "Our oldest daughter was one month away from starting college, though, so the timing wasn't ideal. But my wife, Susan, was 100 percent supportive."

Thus, Workspace Solutions was born in 1999, blending Bill's expertise in office furniture and shelving effortlessly. Nearly 18 years later, the company has grown to 14 fulltime employees with additional sales and service staff. Susan joined the company in 2007.



"It took about three years to get the business off the ground," he says. "Since then, we've seen

growth every year. We even did well through the recession, as our competitors struggled."

The secret, Bill explains, begins with embracing change. In 2012, Workspace Solutions rebranded itself and moved to a new location, which allowed the company to add a 6,000 square-foot showroom and feature new solutions, including modular, architectural walls. Once again, creating room to grow.

Bill met Steven Bankler through The Alternative Board (TAB) and, as the two got to know each other, Bill found himself calling Steven for tax advice instead of his own accountant.

"It became clear that Steven was a better fit for us than the large accounting firm we were using," says Bill. "He always has great ideas and he responds quickly. Franchise taxes, payroll taxes and other issues had been a source of confusion and frustration for us for years, but Steven and his team explain them in a way that makes sense."

With Steven's help, Bill's dedication to creating room to grow has now expanded into building a solid financial future for his company and his family.

Learn more about Workspace Solutions at www.txworkspacesolutions.com.

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