



## ***A Closer Look at a Business Renaissance Executive: An Interview with Halilu Haruna***



Halilu Haruna is the CEO of Bali Business Management Inc., a corporation that practices business management with special emphasis in financial planning, financial control and analysis as tools for managing your business. The target markets for the organization include individuals; small and medium size businesses, charter schools, and other tax-exempt organizations including churches.

Mr. Haruna graduated with a Bachelors Degree in Business, specializing in accounting, from Ferris State University in Michigan with higher distinction. He also graduated with Masters Degree in Business, specializing in accounting and finance from Northrop University. He was enrolled by the United States federal government to represent tax payers before all administrative divisions of the internal revenue service, in all tax matters. Before enrollment he had to pass a two day examination in federal taxation (about 30% of those who take the examination pass it), and pass a thorough federal criminal background check. Mr. Haruna is a member of the National Association of Enrolled Agents and a member of the Graduate Fellows Association, having graduated from the National Tax Practice Institute and conferred with fellow of the institute.

Mr. Haruna has over 20 years experience in industry including over 12 in non profit and more than 5 in charter schools. He has worked in various executive positions and served on various boards and understands how an organization should function. He was credited with turning an organization from a deficit of \$400,000 to a surplus of \$200,000 in just three years. Additionally one of his charter school clients was named by Time Magazine as the Elementary School of the Year 2001 for the whole United States of America. He recently applied for a building grant for one of his charter schools and was awarded \$14,000,000. The most important criterion for getting this grant is the fiscal soundness of the school. Furthermore one of his former charter school clients was also awarded \$13,000,000 based on fiscal soundness and other criteria. He was instrumental in setting the fiscal infrastructure of both schools. He was instrumental in saving a School which was recommended for closure. He is a well known and respected Business Services Consultant and regularly gets referrals from School Districts and County Office of Education.



**BRQ:** *What makes you a business renaissance executive?*

**HH:** I am a business renaissance executive because I learn about my clients' businesses and get intimately involved in implementing their strategies. I also make myself available to both my clients and employees so they will feel that they can approach me with any idea that they may have. I make my clients and employees feel like their contributions are valuable and reward the employees with little things that matter to them. In the process of caring, and being more approachable clients and employees will value you more and will be willing to give you their business and work hard and look out for your interest therefore increasing your business and profits.

**BRQ:** *How do you think you stand out compared to other business executives?*

**HH:** I stand out in comparison to other business executives because I am more caring and go the extra mile beyond the call of duty to ensure my clients are successful. I feel satisfied when I help a client achieve their goal and objectives, when they succeed I also succeed.

**BRQ:** *What do you consider your greatest achievement so far?*

**HH:** My greatest achievement is helping clients overcome their financial difficulties including turning around organizations from a deficit of \$400,000 to a surplus of \$200,000 and an increase in profits of \$2,400,000 from a deficit of \$95,000 the year before. But most of all my greatest achievement was when a charter school was recommended by the State Government staff to be closed down and I worked with the school to convince the state board of education to approve the school despite a negative recommendation from their staff.



**BRQ:** *What is your personal definition of success?*

**HH:** Being able to achieve difficult hurdles in life of business. Success is the ability to help client achieve goals that are normally difficult to achieve.

**BRQ:** *What makes you happy?*

**HH:** When I sit down and watch my clients achieve their goals, especially those goals that they have problems achieving before, that makes me happy, because my clients are also happy.

**BRQ:** *What do you want to be remembered for?*

**HH:** I want to be remembered as someone who has made a positive impact on a community or business. I want to be remembered as someone who improve the lives of others.

**BRQ:** *What advise do you have to other business leaders?*

**HH:** The advice I want to give to business leaders is that they need to be more caring and sensitive to their clients needs and make sure the clients they serve are successful. Once your clients are successful there is no limit to your successful. When you are caring you stand out and the profits will come when you do what you do successfully.