



▶▶ partner spotlight  
By Chris Menezes  
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# JIM HECHTMAN

WITH THE HECHTMAN GROUP LTD

## Not Your Typical Accountants

Jim Hechtman and The Hechtman Group are much more than accountants. They use numbers to tell stories, spark conversation and solve problems for people, businesses and the real estate industry. They are consultants and facilitators of growth, both financially and relationally. Indeed, they are not your typical accountants.

“We don’t just put numbers in boxes,” Jim explains. “We practice relationship-based accounting and taxes, with a specialization in real estate. We find out what the client needs and what their goals

are; we follow market trends and city, state and federal laws. We combine all of these objectives and work with the client to establish the plan to meet those goals. Accounting and taxes are the by-products of the relationship we have, not the focal point of it.”

In many ways, only someone like Jim Hechtman could have built an accounting business like The Hechtman Group. Jim grew up in Wilmette, roughly one-half mile from where his current office is located. As a kid, he was interested in everything and asked a lot of questions. His thirst for knowledge, and to understand how things worked, made him a rather good listener and conversationalist and helped shape his analytic mind. Jim’s father was an accountant, which further cultivated his propensity for business.

Jim pursued a degree in business at the University of Michigan and got his first job working for a large accounting firm. Being the lowest man on the totem pole of a numbers-driven company, however, gave Jim a bad taste for the industry. Plus, he says everyone at the firm was mean to each other — everyone except for him and his future wife, Tricia, that is, whom he first met at the firm and shared office space with.

Wanting to focus his energy more on working with people, Jim resolved to leave the accounting profession altogether in 1993 and pursue a degree in psychology. Before he could start down that path, however, Jim’s father left his firm as well and convinced him to open their own firm together. Thus, The Hechtman Group was formed.

“I realized that in working with small businesses, I got to work with numbers as well as practice some business and financial psychology basics, so it was the best of both worlds,” Jim explains. “You get to have personal relationships with business owners and help them improve their financial outlook from both a personal and business perspective.” ●●●



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While that has been the defining quality of The Hechtman Group from the beginning, Jim says he has seen the industry as a whole begin to lean more in that direction. “We’ve seen the profession be much more consultative rather than just focused on the job they are asked to do,” he explains. “Clients are starting to realize they can ask a variety of questions about their business or personal finances, which we’ve always embraced. Because if we don’t have the answer for them, we have a ton of resources to connect or refer them to that can provide the solutions they seek.”

Jim especially enjoys working with real estate agents, as they tend to share the same philosophies on life and business, being more people and relationship-driven. When it comes to working with real estate agents, Jim says that his team can help them run their business and financial lives more efficiently and effectively. “It’s substantially easier to create a structure and manage your business within it, that is, while you’re working, versus trying to figure out how you are doing after the fact,” he says.

The people component of business is not just reserved for clients at The Hechtman Group either. Having established the business as a family business, Jim has maintained its feel as an employee and family centric organization, even though it has grown and continues to see tremendous growth as a company. “Most days, I feel like we are more family than fellow employees,” he says. “We have found that happy employees work hard to keep clients happy.”



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Enjoying a Cubs game

Family really is everything to Jim. He, Tricia and their two kids, Owen and Emmitt, are a Chicago Cubs family and have made attending the season opener a family tradition for the past 12 years, whether in the cold, rain or sunshine. When Jim isn't spending time with his family or working, he enjoys golfing and entertaining their new puppy, Maui, who is 8 months old and “85 pounds of energy.”

“We are looking for a mutual relationship with our clients,” Jim emphasizes. “Someone who wants to invest time and energy with us. We believe that when both the client and The Hechtman Group mutually invest time and energy, both parties come out with the best results.”



To experience the family centric quality of The Hechtman Group Ltd or to learn more about the company, visit [www.thehechtmangroup.com](http://www.thehechtmangroup.com).