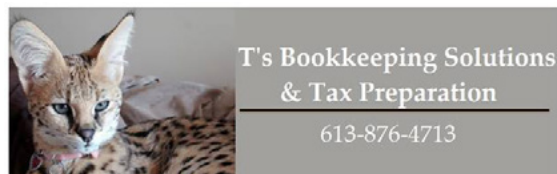


Honourable Mention



2019 Dr. Paul E. Garfinkel Awards for **Entrepreneurial Achievement**



 facebook.com/mfanjoy2017

Melissa Fanjoy

Melissa Fanjoy owns and operates T's Bookkeeping & Tax Preparation in Kingston, Ontario, providing bookkeeping, administrative and tax services for owners of small businesses.

In a niche offering, Melissa offers affordable pricing to those who benefit from such an approach: students, social service recipients and even recently released inmates from Kingston Penitentiary trying to build small businesses.

For seven years, Melissa worked for a global tax preparation corporation, but found herself bristling at the fees they charged customers who often had little income. She felt she needed to serve small businesses in a different capacity, through affordable bookkeeping.

Rising Up

T'S Bookkeeping & Tax Preparation is now two years old. In that time, Melissa has gained 40 businesses for bookkeeping services and nearly 440 for taxes. Her clients are appreciative of her pricing and services, and Melissa loves the feeling of helping others succeed. She is growing primarily through word of mouth referrals.

Melissa is settling into her business, sometimes spending long hours working. She is still working out the ebb-and-flow of income coming in and her own expenses being paid. Nonetheless, she wants to widen her net through a website and potential advertising so she can serve more in-need small businesses and, in so doing, "feel good and sleep well at night."

She is expanding her office to have more space to meet with clients – and has recently begun adding staff members, to support her business.




"Rise has helped me start my business and I wouldn't be here today without them. My mentor has been so important, listening and lending much-needed advice any time I need it. She is amazing."

– Melissa



Empowering people
Launching ideas

Rise Asset Development is a registered **charity** that provides low interest small business loans, training and mentorship to men and women with a history of mental health and addiction challenges.

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