

# Video transcript

## In Good Company: Ezi Synthetic Turf

[Marty:] People like honesty and integrity. What I believe is being honest and offering good customer service.

Our business provides synthetic turf and landscaping solutions. I think people like to have easy turf lawn because life's a little bit faster now. It's hassle free, and it's green all year round.

I like to be there involved with the quoting, I like to be there when we arrive onsite, and during, I basically treat every job like it's my last.

It's very satisfying. The kids might have somewhere to play, or they're having a party. That sorts out their living spaces and they're quite happy with that, and it's nice.

My business has grown due to the merchant facilities with Bankwest. It makes the payment process a lot easier, it gives people options.

What that means for us is that we can plan our jobs out a lot better, and gain access to the money faster.

[Marty:] That's about 72 square meters today.

[Customer:] Brilliant.

[Marty:] How does that sound?

[Customer:] That sounds perfect. Thank you very much for your time.

[Marty:] Cheers for your time.

[Marty:] A lot of thinking does go into the business. Sometimes you might have jobs 2 or 3 days in advance and you have to organise all your materials, the labour.

Running your own small business at times does bring up certain issues. Bankwest Merchant Solutions helped me grow my business day to day. What I expected the business to be after a couple years has got there after a year and a bit. I think the future is looking good for us.

[Voiceover:] Bankwest. Making banking easier by knowing your business, not just your banking.