

CLIENT SUCCESS STORY

How Hash Assad helped Batcha Mohamed meet his financial goals, feel a sense of ease about his finances and find time and resources for the things that matter to him



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BATCHA MOHAMED



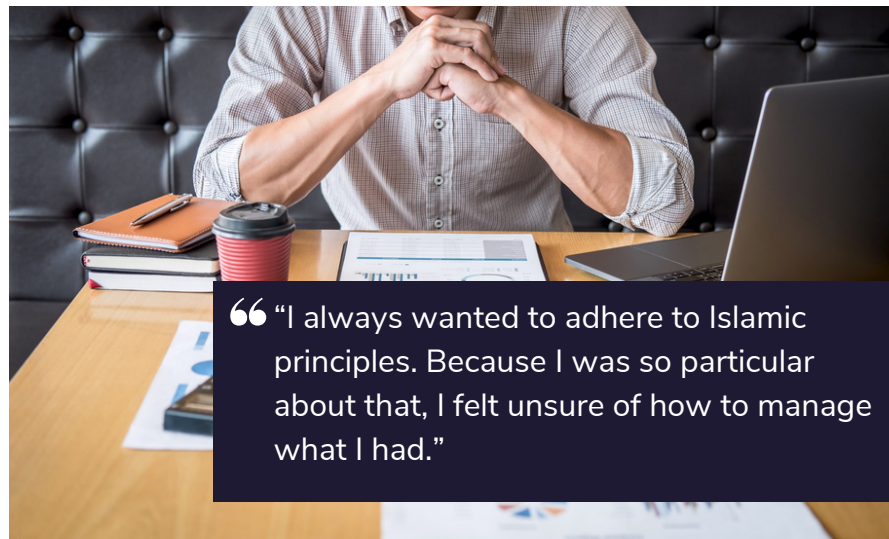
The Challenge

Finding a way to manage his wealth, invest it in a halal way and take care of his obligations while juggling work and other commitments

Batcha Mohamed first met Hash Assad in the year 2017 at a time he calls a very overwhelming and “imbalanced” time of his life.

He was in between changing jobs, facing the uncertainty of a sluggish oil and gas market after the recession and experimenting with various entrepreneurial ventures that didn’t quite seem to be hitting off as he wanted them to. A few years prior to this, Batcha had sold a company he had set up and had gotten out of a riba-based (interest-based) mortgage that he had regretted signing up for because it went against his faith.

Batcha found himself confused about what to do next and riddled with anxiety about understanding and meeting all his financial obligations like paying the obligatory 2.5% annual Zakah (charity) on his savings; making contributions to his RRSP, RESP and health and medical savings accounts; and generally managing cash flow. He was overwhelmed and worried about how to balance his obligations, his wealth, and his business and how to plan for the future.



“I always wanted to adhere to Islamic principles. Because I was so particular about that, I felt unsure of how to manage what I had.”

Batcha was routinely working 14 to 15-hour days pursuing his professional dreams and was feeling a sense of fear about managing his finances while balancing family obligations and raising his four kids.

“I really wanted to have an easy life,” says Batcha. “I want a good life in the dunya (world) and the akhirah (hereafter).”

The Client

Batcha Mohamed is a professional engineer and business owner based in Alberta who runs his own company developing and implementing tools and software solutions catering to the oil and gas industry.

HIGHLIGHTS

Challenge:

- Experiencing anxiety and worry about managing his wealth and investing it in a halal way while juggling all his other commitments.

Solution:

- A comprehensive financial plan along with personalized advice from a CERTIFIED FINANCIAL PLANNING professional who understands his religious principles and can provide insightful strategies to support his goals and financial well-being.

Results:

- Ease of mind and a calmness in his heart with regard to his finances and religious obligations
- Being debt-free and living a lifestyle of his dreams in line with his faith
- Ability to support favorite causes and have the time and money to focus on the things that matter to him

The Solution

A Muslim financial advisor who understands Batcha’s goals and faith principles and is able to provide a comprehensive financial plan for him and his family

Batcha says meeting Hash was a “real turning point” in his life.

“It was a miracle that happened in my life at the perfect time. You know those moments when miracles happen at a time that is just perfect? SO perfect! This was one of those moments.”

When he met Hash, Batcha told him that he was very worried about how to balance his finances with his faith. He remembers his family being with him when Hash explained his process of comprehensive financial planning and Batcha immediately knew Hash was the person he needed. His wife and his son encouraged him to take the leap and Batcha signed on to become a client.

Hash started working on creating Batcha’s IG Living Plan™.

This involved designing a comprehensive financial plan for Batcha and his family exploring all aspects of his financial well-being, integrating his values with tax-efficient strategies and individualized investment solutions. While designing Batcha’s plan, Hash kept these key dimensions of his financial life front and center: managing cash flow efficiently; preparing for the unexpected; planning for major expenditures; maximizing business success; optimizing retirement and sharing wealth. The plan addressed Batcha’s questions around retirement, saving for his children’s education, managing business funds, putting his savings into Shariah-compliant investments, working on a will for him, and integrating charitable giving into his financial plan.

Working with Hash was a smooth process for Batcha. He repeatedly mentions how Hash has eased all his worries and taken care of all of his obligations and liabilities.



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From managing Batcha’s investments to coordinating with his business chartered accountant, Hash soon became Batcha and his family’s one-stop-shop for all their financial needs.

Batcha says for most of his meetings with Hash, he would be talking about how he wants ease in his life. And for Batcha, the special thing about working with Hash was that he understood him and his goals. Hash picked up on exactly what Batcha needed and turned his deepest desires into a reality.

The Results

Peace of mind about his finances and future, accompanied by wealth management that aligns with his faith and gives him the ability to focus on the things that matter to him



After six years of working with Hash, Batcha feels a deep sense of gratitude for where he is standing today

In all the years of making his financial plan and managing his wealth, Batcha wasn’t concerned as much about the details of the returns on his investment, but more so about what that enabled him to do. He wanted to feel a sense of ease and peace of mind with regard to his finances and that is exactly what Hash helped him achieve. The growth in his portfolio and the returns on his investments were always the cherry on top.



“I think Hash is doing a fantastic job at producing returns on my investments. There is no doubt about that. And he comes from our community. He is very aware of how the financial world works. At the same time, he is providing something very valuable with respect to the requirements of the Akhirah (hereafter). So, it’s a perfect match. It’s very difficult to find such a person. Very few people in the world right now can provide what Hash can, especially in the Western world. It is very rare to find people like him.”

Batcha says having Hash manage his finances has helped him balance all other aspects of his life like pursuing his professional goals, managing his business, and his family obligations. While it would be impossible for someone in his position to juggle all aspects of life without dropping a few balls, Batcha says he himself finds it amazing that things are running smoothly for him. He credits Hash for making this unachievable dream possible for him.

Batcha has full confidence in Hash managing all aspects of his wealth. Even though he has the login details, he has never gone in to check his statements outside of their meetings, knowing that Hash is trustworthy and doing a great job managing his investments for him.

“If you are trusting someone, trust them fully. That’s the way to make things easier. Because in anything that you do - any business that you do - trust comprises at least 80% of everything.”

Whenever he needs extra cash or has an unexpected expense show up, Batcha goes to Hash and tells him about his requirements and Hash fulfills his needs through his investment funds. Batcha says despite the fact that he has withdrawn so much from his investments here and there, Hash has still managed to grow his wealth for him.

“He has given me amazing returns. He has grown my money, given me cash whenever I wanted it. And he took care of all my liabilities. He helped me write my Will. And whenever I started a new business, he helped me manage cash flow. You name it. Whatever I needed.”

Working with Hash has given Batcha the time and focus to concentrate on growing his business and pursuing his professional goals and dreams. He also has time to concentrate on his worship and on studying his religion. He is currently studying under a popular Islamic scholar in London and says it's that ease of mind with regard to his finances that has allowed him the time and bandwidth to pursue these other goals





Batcha is pleased that he is able to provide jobs to people, give back to society and support other people with his wealth and business.

“I wanted to hire people, teach them, give them work and give them a salary,” says Batcha. “It’s like sowing a seed. It is better

to teach people to fish than to hand them a fish.”

Meeting his financial goals has also enabled him to support philanthropic causes of his choice. One of the proudest moments for Batcha was when he was able to sponsor his father’s educational project in Tamil Nadu.

“What I really want to say is: this money or all that I have is only for the sake of doing good work for other people.”

Hash has helped Batcha keep track of and meet his other religious obligations like calculating and dispensing his Zakah (obligatory charity) every year.

Batcha says he feels a “calmness in his heart” and a sense of “everything being in balance” now and he says that “ease of mind” is the single biggest reason he would recommend others to work with Hash.

“He is perfect,” says Batcha. “You can sit back and relax and do whatever you wanted to do.”



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