

Hanako Yamada

My name is Hana Yamada. I'd like to study Certificate IV in Accounting, Diploma of Accounting and Advanced Diploma of Accounting at (学校名) .

Before coming to Australia I was working as a manager at a clothes store in Japan. As part of my duties, I occasionally accompanied my boss who was a buyer and we went to the USA to find used clothes to import. With my very limited English skills, I felt useless there. But my boss continued to give me a lot of opportunities to visit the USA because she knew that I wanted to eventually open and run my own vintage store and she wanted to help me with it.

One day I finally decided to seriously learn English so I came to Australia on working holiday visa first, then continued to study English. Due to my hard work, my English skills improved dramatically from the time I first came to Australia.

I was a good manager at the store in Japan. I was good at managing the staff members and I am gifted with inter personal skills and customer service skills. My boss appreciated my marketing skills as well. However, I wanted to learn financial literacy more. I once tried to teach myself bookkeeping but I couldn't understand it on my own. A lot of people start a business and are forced to close it within 3 years because they don't take this part seriously. I do not want to make same mistakes. Before I run my business I want to be able to do basic cost calculation and financial analysis so that I will know when to be aggressive and get a loan for investment. Right now, I only know how to read income statement, and for the balance sheet, I am quite hopeless. This is because these concepts are not easy to study alone. I believe with intensive study of accounting with help of teachers, I will even be good at this.

There are a few reasons why I should study accounting in Australia and not in Japan. One reason is because studying in English speaking environment will improve my English further. My English skills have improved a lot, but when I think about negotiating with foreign suppliers, I do not think my English is good enough to be taken seriously. My former boss told me for a small business owner it is essential to look bigger. I want to be comfortable and look confident when I talk to my potential suppliers. I found a lot of nice brands while I studied in Australia which are still not known in Japan. I hope to improve my English and financial literacy so that I can build

relationship with them and ideally make an exclusive distribution agreement in Japan. The other reason why I should study in Australia is that Japan's accounting system is in the process of changing and adapting towards international financial reporting standards due to large number of organisations operating in and out of Japan across the countries. Australian institutes teach international standards which can be used not only in Japan but also most of the countries with companies trading internationally. Quite frankly I'd like to study accounting in English because I feel some concepts are easier to understand in English for me. Since the fundamental is the same, I'd like to study in Australia because it will enhance my English and it will help me learn how to negotiate in English with my future suppliers, most of whom will be foreign businesses, using numbers so they'll know they can't fool me and will take me seriously. In future, I want to import many good quality items from Australia and other countries and sell them in my store in Japan.

I found 学校名 through a friend who was studying accounting there. She told me that, even though English was her second language, their lessons are very easy to understand and she successfully complete the diploma course with very supportive teachers. I visited this school myself and I liked the quiet atmosphere this school has. It wasn't difficult for me to decide to study accounting at 学校名.

After completing the course, I will try to get a manager position again at a clothing store and gain some experience. At the same time I plan to sell vintage clothes online. I plan to start my business small at first and as it starts to expand, I will put more time into it.

I have enough savings from the time I was working in Japan. This should cover my living cost and tuition fees for duration of my study. If anything, my parents will be happy to support me as well.