

Personality
A success story**MARTIN'S MANY HATS OF SUCCESS**

Martin Pollins loves to solve problems. His hunger for knowledge and enthusiasm to find solutions has been the foundation to a long and successful career. Primarily a chartered accountant, Martin's entrepreneurial spirit has led him to wear many different hats including that of software developer, company chairman and feature film financier. Now, at the age of 67, Martin is still seeking and rising to new challenges with the launch of his latest venture Bizezia (www.bizezia.com), offering accountants and lawyers online marketing tools. Bizezia helps firms harness the benefits of the latest technology.

A tough start

Although his life is very comfortable today, his childhood was a different story. The grandchild of Polish immigrants, Martin moved to Sussex in 1939 where he lived above a chip shop in Burgess Hill before moving to Hassocks. "My father was a carpenter," explains Martin. "I remember him having to catch the 6.23 train to London every morning and returning home around eight every night."

Martin went to Brighton Junior Technical College for Building and Engineering at the age of eleven. He took and passed seven O-levels, and although he would have loved to go to university, it wasn't a realistic option at the time. Instead, Martin joined an accountancy firm as an apprentice. "The pay for a junior was very low," recalls Martin, "it was something like £1.50 a week so I would polish shoes and do a milk round and a butcher's round to pay my way at home."

Film

Martin trained to become a chartered accountant and qualified in 1964, at the age of twenty-six. Keen to experience life in the city, in 1967 Martin moved to London to work for a film production company in the West End. "It was a completely different world. There were exotic locations, yachts

and fast cars, but I had no idea where the money was coming from. Eventually, I think the company went out of business," said Martin. "After a few years I left and vowed never to work in the film industry again." However, four years ago Martin was persuaded to work in film again, this time to help establish Movision Entertainment, a UK-based film production and financing company. With capital raised from private and corporate investors, Movision has already produced films such as *The Merchant of Venice* with Al Pacino and is a significant investor in the latest Tom Hanks blockbuster, *The Da Vinci Code*.

Lifelong learner

When not at the office, Martin still likes to keep his mind active and in 1998, aged sixty, Martin was the oldest person to complete an MBA at Roffey Park Management Institute under the auspices of Sussex University. No stranger to working long hours, after running his own accountancy firms, Martin now divides his time between Movision and Bizezia at his office in Haywards Heath.

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Inquisitive about new technology and computers since they first started to appear in offices, Martin developed the Bizezia concept. Through tools such as a client magazine, calculators, a large library of business publications and a contract manager system, Bizezia provides professional firms with online services that improve client service and the day-to-day running of a business.

As enterprising today as he was at the beginning of his career, retirement is a long way down the road for Martin. "I still really enjoy it," he says. "I find having a problem and working out the solution really exciting."

