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People in H&S: Bud Sullivan

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"I'll bet I am the only partner in Haskins & Sells who accepted an offer to work at H&S while I was being interviewed by the managing partner of a Peat, Marwick, Mitchell office."—That isn't the only thing that is unusual about Bud Sullivan, partner in charge of our Indianapolis Office, but it will do for openers.

This extraordinary circumstance occurred in Omaha eleven years ago when Bud was twenty-three years old and just one year out of Creighton University. He had passed the CPA examination, worked for more than a year with a local firm, and needed just eight more months of work experience in his home state of Nebraska to satisfy the requirements for certification there. Bud wanted to join H&S. The trouble was that his father, Joseph T. Sullivan, was a partner in the Omaha Office of H&S, having come to the Firm a few years earlier through the Irwin-Imig Co. merger. There was the Firm rule barring a father-son combination in the same practice office.

Bud's dilemma: sign on with another firm in order to get in those required eight months? Or move to another state?

At the final moment, Mr. Imig telephoned Bud at the Peat, Marwick, Mitchell office to say that the H&S Executive Office had given permission for him to work as a staff accountant in Omaha for the few months needed for his CPA certificate. Then he was to transfer elsewhere.

The following summer, in 1961, Mr. and Mrs. Edward M. Sullivan and their three small children drove into Indianapolis to start a new life. Now, ten short years later, Bud and Judy Sullivan have five boys and one girl, ranging from thirteen down to five years of age, and Bud, at thirty-four, is well into his second year as partner in charge of the Indianapolis Office.

The intensity with which he throws himself into the task of learning all about his adopted city, its personalities, its business life and its social life seems to come from a fund of energy that is popularly ascribed to youth, even though some men retain it into late middle age. On the other hand, the partner in charge of our Indianapolis Office has a grasp of his area of operations, a confidence, that is more frequently associated with middle age. So he appears to have it both ways.

PEOPLE IN H&S

Bud Sullivan

Bud's father gave him his nickname at birth, in memory of a deceased uncle. Everyone calls him "Bud." You don't hear "Mr. Sullivan" or "Edward" around the office or around town. Bud learned fast from his predecessor, Bill Quinlan, who was partner in charge of the Indianapolis Office until 1970, when he transferred to the Executive Office to work closely with other EO partners on technical matters and policies. In fact, Bud cannot say too much in praise of his former mentor and chief, whom he credits more than any other man in his professional growth.

But there is obviously something in his body chemistry, an inner spark, that keeps Bud Sullivan constantly on the go now, and probably did from his first days in the profession. He started out in college with the idea of taking a law degree, then switched to an accounting major after his first courses in accounting aroused his enthusiasm. Looking back now on his boyhood, he thinks that being the son of a CPA did not play a major role, at least consciously, in his decision to enter the profession. As Bud remembers that period:

"My father didn't discourage me, but he didn't exactly over-encourage me toward accounting either. We certainly didn't talk accounting around the dinner table. Still, you often wonder whether or not your choice of a career was completely objective."

One look at a partial list of Bud Sullivan's activities proves his statement that he is, by temperament, "an outside man—I don't like to be desk-bound too much." He does stay "inside" to direct his office, with three principals, twenty staff accountants, a couple of student interns, two secretaries and a receptionist. But he is a great believer in getting out of the office in order to serve his community, enjoy recreation with friends and build the practice.

He is involved heavily in the work of the Urban League and serves on the board of the Mayor's Committee on Community Involvement, whose func-

tion it is to advise minority businessmen on getting started on a sound basis. Bud is also on the board of the Indianapolis Business Development Foundation, which channels seed money to minority entrepreneurs.

"Sullivan Was Here" might well be found scratched on the walls of numerous clubs and organizations around town, because Bud belongs to a good many. Among them are Kiwanis, the Indianapolis Press Club, the Indianapolis Athletic Club, the Antelope Club (which holds an annual wild game dinner), the Meridian Hills Country Club (an H&S client) and the Crooked Stick Country Club.

Bud doesn't just join. He makes the scene regularly—playing squash, tennis and golf, or joining in a luncheon program. He speaks in public easily and well. Occasionally he takes up a light plane, having been bitten by the flying bug and accepting piloting as a challenge to his nerve and skill.

But Mr. Outside in Indianapolis pays close attention to the inside of his own organization. He believes in teamwork, and says that the goals of the office can best be reached if everyone is taken into his confidence and knows where they are heading as a group. "Every assistant on the staff should know our goals," Bud says, "and in this office they do." He is aiming to build the office practice to one requiring 50 or even 75 people within the decade, he says. The morale of his crew is excellent, Bud believes. At least, the spirits were really high at the last Christmas party, where the office engaged a rock 'n' roll combo called "The Peppermint Apple Bush"—pretty far out music for our Firm, Bud thinks.

Does he relax at home? Not much. Pop, Mom and the six Sullivan kids have just voted 7-1 to build a swimming pool, and that will mean a lot of work for Bud, doubling as swim instructor, lifeguard and pool attendant. As if it weren't enough to keep up with Marti, Mike, Joe, Dan, Pat and Matt on dry land—"a basketball team and one cheerleader," says Bud, not without paternal pride. □

