

Steven Bankler, CPA Client Spotlight



For Martin and Kim Sanchez of Sanchez & Associates, it was not what you would imagine as the perfect love at first sight story.

“Martin worked for the City of McKinney and I worked at a large Civil Engineering Firm, PBS&J. He was the reviewing planner on the project – and not a nice one at that,” said Kim. In addition, he received his planning degree from Texas A&M University, while she got her engineering degree from University of Texas.

After the initial meeting, fate brought Martin and Kim together again. Kim was working with KHA Engineering and was assigned as the Project Engineer alongside Martin for the same plan in 2000.

“My boss said I was the only one that could handle Martin so they sent us to open an El Paso office together,” said Kim. It was while they were working on the 25,000-acre master plan for the project that the two fell in love.

Martin and Kim’s strengths balance each other. Martin sees the big picture, whereas Kim focuses on the intricate details. “We are yin and yang,” said Kim.

After their wedding in 2004, together they decided to move on to new ventures, leaving KHA and El Paso behind. They moved back to the Dallas/Fort Worth area and launched Sanchez & Associates, LLC in Addison, Texas. The company combined the pair’s expertise in land development and engineering.

They soon discovered they could do much more than initially planned. After moving to McKinney, Martin and Kim expanded with four new businesses: The Sanchez Advisory Group, specializing in overhead and business strategy; Sanchez Staffing Resources, an employee leasing firm; Sanchez Asset Management, dealing with property management; and Sanchez Land Development Group. In addition, the Sanchez’ added eight income-producing properties to their roster.

“Our companies all follow the mission of ‘creating communities.’ We want to increase people’s standard of living,” said Kim.

“My husband started his career in the medical field so he could improve their quality of life, but by a twist of fate, his program was canceled and he decided to take a step back and increase standard of living by improving the roof over people’s heads, the water lines and school buildings.”

Even with a clear mission, the couple is not immune to the hurdles that come with owning a business. The slowing economy set their civil engineering firm, with almost 40 employees, back to a company of just 3 in 2009.

“The company is already growing and we have 7 employees right now,” said Kim. “Our current focus is to build back up the civil engineering firm and eventually grow to the size we were before.”

On Halloween of 2012, the Sanchez’ lives became even sweeter after they added a frozen yogurt store, Peachy Keen, to their

business roster. “A business opportunity arose with the frozen yogurt store right next door to our office,” said Kim. “The shop was already well-established and it has been a successful business venture for us. Our one-and-five- year- old daughters don’t seem to mind either.”

Married and working together, the couple typically spends 24 hours a day with each other. “People ask us all the time how we can work, live, parent, eat, sleep and everything else together,” said Kim. “For us, it is the only way we know how to do it. I can’t imagine life any other way.”

Now living in McKinney with daughters Zoie and Eva, Martin and Kim have created the life of their dreams.

Martin and Kim were referred to Steve Bankler by Dan Eason – Energized Seller. “We learned there are different types of accountants, but if you want one who is going to find creative ways to fight for your dollar you have to hire an accountant like Steve,” said Martin.

Sanchez Advisory Group is located at 220 East Virginia Street in McKinney, Texas. For more information contact their office at (214) 544-3200.

