

OVERVIEW

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OBJECTIVE

This discussion is for partners of regional accounting firms who wish to know how to double revenue in 3 years. You will gain an understanding of:

- 1. How the 3 key business models available impact growth and profitability.
- 2. 5 critical must-knows that allow a decision on the right model for your firm.
- 3. The 1 way to get all partners to agree on the right model.

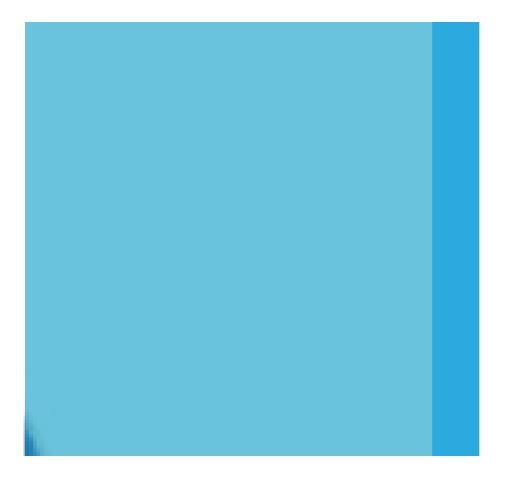
Additionally, find out how to deal with your community when you make changes that affect clients living where you do.

USEFUL LINKS

https://calendly.com/andrew-26/business-accelerator-discussion-60-mins









	ONE FIR	ONE FIRM ONE WAY	
	<u> </u>		
	×		
Annual Control of the	DOES IT PORTRAY		
POSITIONING THE FIRM IN THE MARKET	YOUR UNIQUE VALUE PROPOSITION?	ARE CLIENTS OWNED AND SERVED BY THE FIRM?	

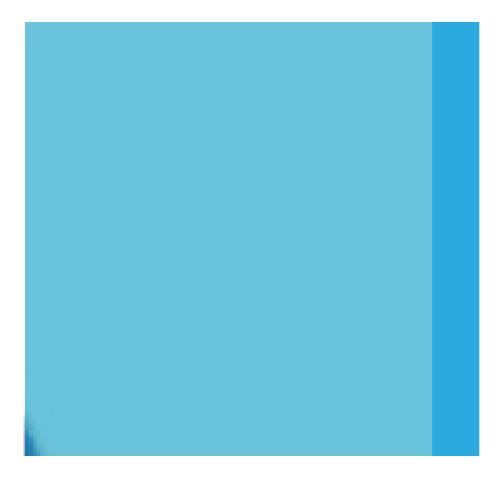
	DIVISION
CREATING A D	IVISION OF CORE GENIUS

ENGAGING THIRD PARTIES WITH DISTINCTIVE SKILLS SETS AND SERVICE OFFERINGS



Which model would serve your future business?

OPTIONS:	
ONE FIRM, ONE WAY	
DIVISION	
JOINT VENTURE	
NOTES HERE:	



5 CRITICAL MUST-KNOWS THAT SELF-SELECT THE RIGHT MODEL



01

KNOW THE REAL PROBLEM

YOU'RE SOLVING FOR CLIENTS



ARTICULATE YOUR UNIQUE

VALUE PROPOSITION



GET CLEAR ON YOUR SOLUTION

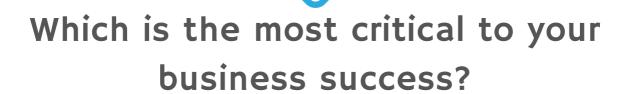


CREATE AN UNFAIR ADVANTAGE



HAVE A FOCUSED CLIENT

TARGETING PROCESS



OPTIONS:
KNOW THE REAL PROBLEM YOU'RE SOLVING FOR CLIENTS
ARTICULATE YOUR UNIQUE VALUE PROPOSITION
GET CLEAR ON YOUR SOLUTION
CREATE AN UNFAIR ADVANTAGE
HAVE A FOCUSED CLIENT TARGETING PROCESS
NOTES HERE:



ANDREW ROBERTSON

BUSINESS ACCELERATOR

ONE-ON-ONE ONLINE DISCUSSION



THE PROGRAM

One on one Online discussion that identify the drivers that will determine your one critical decision, which model is right for your Firm of Tomorrow. Facilitating this process, it is important that you and your partners understand how your firm sits in the market now and how it should sit in the future. Even more critical is to know, how clients will determine the value to them and their business. You will walk away with a plan on how to bridge that gap that exists between where you are now and your desired firm of tomorrow.

COVERAGE

FOCUS Identify your target client

CLARITY Understand your unfair advantage

CONFIDENCE Know the gap between where you are now and the firm of tomorrow

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ONE-ON-ONE ONLINE DISCUSSION TO IDENTIFY
THE DRIVERS THAT WILL DETERMINE YOUR
ONE CRITICAL DECISION

BUSINESS ACCELERATOR



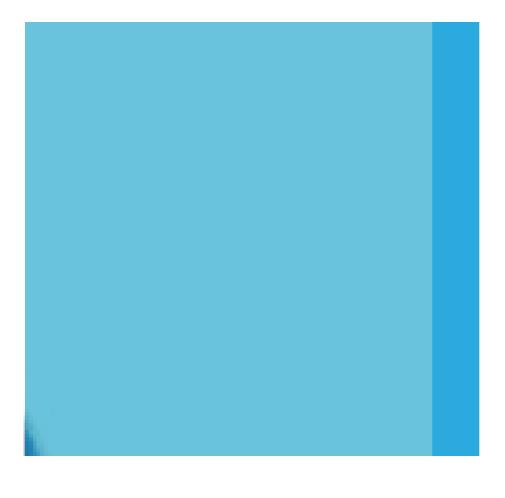
FOCUS	



CLARITY	



CONFIDENCE



WAY TO GET ALL PARTNERS TO AGREE ON THE RIGHT MODEL



FOCUS AND CLARITY



NOTES HERE:





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BOOK A MEETING NOW!

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