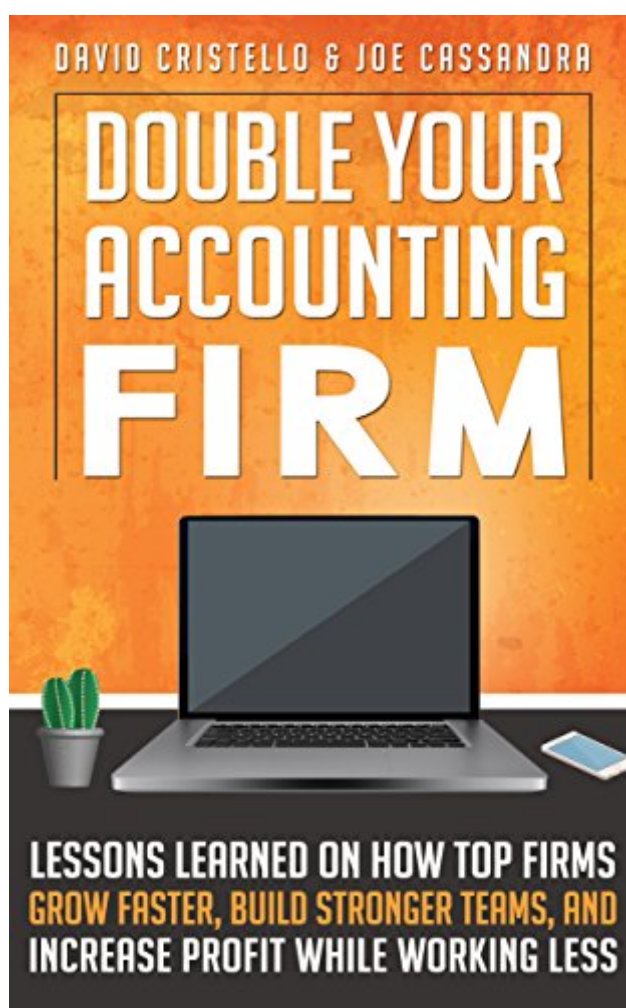


The book was found

Double Your Accounting Firm: Lessons Learned On How Top Firms Grow Faster, Build Stronger Teams, And Increase Profit



Synopsis

Most accounting & bookkeeping firms stagnate because they haven't found the right way to: + Acquire the right type of client, predictably & consistently + Maintain quality service delivered through a high performance team + Develop workflows that drive client retention and firm profitability Smart firm owners know that in order to grow their firm, they'll need to adjust. Doing the "same old" will not magically create a better practice. But instead of randomly searching through the world of books, blogs, conferences and journals, this book shows you the exact steps you need to take to build a sustainable, high growth firm. In *Double Your Accounting Firm*, David Cristello (CEO of Jetpack Workflow) and Joe Cassandra (Principle of JC Copy) curated some of the best frameworks and principles from 100+ top practitioners, and their community of 20,000 accounting professionals. Inside you'll learn how to: + Make the transition from hourly billing to fixed (and then to value). Hint: It doesn't happen overnight + The key questions (and mistakes) that will make you rethink your workflow. For example: How often do you consider the client experience in your process creation? + How to identify your core client, and create a Unique Selling Proposition (USP) that positions your marketing material + The ideal way to run a consultation, so clients view you as the expert (and not a commodity that is traded on price!) + How to drive rapid growth through service expansion or M&A (note: you'll want to create a solid workflow and process structure before doing so!) And much more. *Double Your Accounting Firm* is a seminar worth of material, condense into an easy access book. At the end of each chapter are also links to interviews with the experts, which you can access for free from your computer or smartphone. If growing your firm is a priority, then this book is your springboard towards acceleration.

Book Information

File Size: 3691 KB

Print Length: 262 pages

Simultaneous Device Usage: Unlimited

Publication Date: July 25, 2017

Sold by: Â Â Digital Services LLC

Language: English

ASIN: B073VP1VN3

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #110,672 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #16

in Kindle Store > Kindle eBooks > Business & Money > Entrepreneurship & Small Business >

Bookkeeping #56 in Books > Business & Money > Accounting > Bookkeeping #108

in Kindle Store > Kindle eBooks > Business & Money > Accounting

Customer Reviews

Well written book packed with relevant and actionable content. It's a fairly quick read. I came away with lots of notes and ideas for building my firm

This book has all the info needed to quickly and drastically improve your accounting firm. It is well thought out and easy to read. David and Joe are setting the benchmark for all others!

Excellent book for anyone who is building an accounting/bookkeeping business.

[Download to continue reading...](#)

Double Your Accounting Firm: Lessons Learned on How Top Firms Grow Faster, Build Stronger Teams, and Increase Profit Moderato Cantabile (Minuit "Double") (French Edition) (Minuit "Double") (Minuit "Double") (Minuit "Double") (Minuit "Double") Accounting Instruction Reference #100: Learn Accounting Objectives, the Double Entry Accounting System, & the Accounting Equation Wiley Not-for-Profit GAAP 2014: Interpretation and Application of Generally Accepted Accounting Principles (Wiley Not-For-Profit GAAP: Interpretation ... of Generally Accepted Accounting Principles) Profit Maximization: 5 Unique Ways to Increase Your Revenue, Decrease Your Costs, and Maximize Your Profit in 30 Days or Less! Runner's World Run Less, Run Faster: Become a Faster, Stronger Runner with the Revolutionary 3-Run-a-Week Training Program Runner's World Run Less, Run Faster: Become a Faster, Stronger Runner with the Revolutionary FIRST Training Program High Performing Investment Teams: How to Achieve Best Practices of Top Firms Growing Mushrooms for Profit: The Definitive Step-By-Step Guide to Growing Mushrooms at Home for Profit (Growing Mushrooms for Profit, Growing Mushrooms ... Mushrooms, Growing Oyster Mushrooms) Jacquelyn - The Prophet of Profit: Let the PROFIT grow in all areas of your life starting today! Law Firm Marketing: Successfully Promoting and Building Your Small Firm or Solo Practice The Architect's Guide to Small Firm Management: Making Chaos Work for Your Small Firm Essentials of Accounting for Governmental and Not-for-Profit Organizations (Irwin Accounting)

Accounting: Accounting made simple, basic accounting principles, and how to do your own bookkeeping
Aquaponics: How To Build Your Own Simple & Low-Cost System And Grow Organic Food 4 Times Faster
The New Colors of Law Firm Marketing: A Law Firm Marketing Coloring Book
Grow African American Hair Long - 7 Days To Faster Growing Hair: Grow Hair Fast Methods and Natural Treatments for Balding
Mastering the Rockefeller Habits: What You Must Do to Increase the Value of Your Growing Firm
Bicycling Complete Book of Road Cycling Skills: Your Guide to Riding Faster, Stronger, Longer, and Safer
The Triathlete's Training Diary: Your Ultimate Tool for Faster, Stronger Racing, 2nd Ed.

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)