

Overcoming the “Perfect Storm”

Never before in the history of the accounting profession have so many market factors played such a large role in the future success of accounting firms. Today’s accounting world is characterized by the “Perfect Storm.”

- increased competition for quality clients and staff
- thousands of baby-boomer partners retiring
- unsuccessful efforts to retain more women in the profession to the partner level
- a growing number of mergers and acquisitions
- unfunded partner retirement liabilities
- sluggish economy and lack of next generation “rainmakers”

In the next 5–10 years, thousands of baby-boomer partners will be at or near retirement age. To make matters worse, most accounting firms have not funded baby-boomer partner pensions. Therefore, implementing a business strategy to develop the next generation of partners and firm leaders is critical to the future of most accounting firms and their ability to remain independent.

Presentation Outline

During this presentation, Joe Tarasco, founder of Accountants Advisory Group, will blend discussions on the current trends in the accounting profession, along with predictions for the future.

Current Trends and Future Predictions for the Accounting Profession

- A detailed discussion of the current state of the accounting profession and where it's headed in the future.
- How current and future events will affect CPA firms of all sizes.
- What are the potential implications for your firm?

Building a Business Strategy through Succession Planning

- The Top 10 factors of developing a business strategy to remain an independent firm of the future.
- Developing and implementing an “Action Plan” and business model to bring your firm to the next level of success.
- Taking advantage of this dynamic marketplace by developing strategies to overcome threats to the future success of your firm.
- Developing and implementing a succession strategy that adds value to your firm.

This presentation can be conducted in your office, at an offsite location of your choosing, or as part or all of a Partner Summit. Please contact Joe Tarasco at 845-265-9046 or Joe@AccountantsAdvisory.com to learn more about this presentation and how it can be customized for your firm.

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