

# Managing for Profitability:



How Winning  
Professionals  
Earn What  
They're  
Worth

**David W. Cottle, CPA, CMC**

*Author of *Managing by the Numbers: Monitoring Your Firm's Profitability and Client-Centered Service: How to Keep Them Coming Back for More**

# Managing For Profitability How Winning Professionals Earn What Theyre Worth

**Ganesh Shermon**



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