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POWER UP YOUR PROFITS

31 DAYS TO BETTER SELLING

With brief
contributions from

★ Ken Blanchard

★ Tom Peters

★ Brian Tracy

and

★ 13 top CPA
rainmakers

**FOR CPAs WHO WANT
BIGGER PROFITS
AND MORE ENJOYMENT
FROM THEIR WORK**

Troy A. Waugh, CPA, MBA

Power Up Your Profits 31 Days To Better Selling

Arthur James Wells



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Dunn, Ronald J. Baker, 2012-06-12 Provides accountants in small and medium sized firms the tool to expand services beyond attest and compliance functions Shows how to transition to other professional services that clients value Provides a pro forma business plan for mapping a three to five year plan for the transition to a successful practice Positions consulting as an extension to traditional services not just an alternative Includes many real world examples of accountants who have made a successful transition to new services discussing the challenges and the results achieved Focuses on quality of life issues and how to get there **Leading An Accounting Firm** Troy Waugh, 2017-05-15 The secret ingredient to any successful firm is

great leadership Fortunately this new book demonstrates that great leadership skills can be nurtured and learned Using the model of the pyramid to illustrate his concept author Troy Waugh builds a case for ongoing leadership development guiding you through the essential ideas and practices that are at the core of great leadership and great firms Using this powerful framework you can improve your personal leadership and build great leaders around you Developed specifically for CPA firm leaders it covers the full spectrum of leadership development including Leading Self Leading Staff Leading Strategy Leading Systems Leading Synergy Plus you'll hear from more than 40 of the profession's top leaders Recognizing the multitude of approaches to leadership Waugh reached out to colleagues in some of the most well led firms in the profession and asked them to share their leadership experience and philosophies **Bowman's Accounting Report**, 2000 **The British National**

Bibliography Arthur James Wells, 2006 15-03-2021, 000 000 00000000 0000 **American Book Publishing Record**, 2005 **The Eagle Magazine**, 1926 **Sell Your Boat in 30 Days!** Thomas Cook, 2004 The result of Thomas Cook's lifelong love of boats and his desire to help each one find the perfect home this invaluable book guides readers through the selling process An ideal choice for anyone who wants to sell his boat quickly painlessly and at a premium price Covers preparing the boat effective advertising successful negotiation and a variety of creative selling alternatives **J. K. Lasser's Your Income Tax 1987**, 1986-11 The new updated edition of the bestselling tax guide that has helped millions of Americans prepare their

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