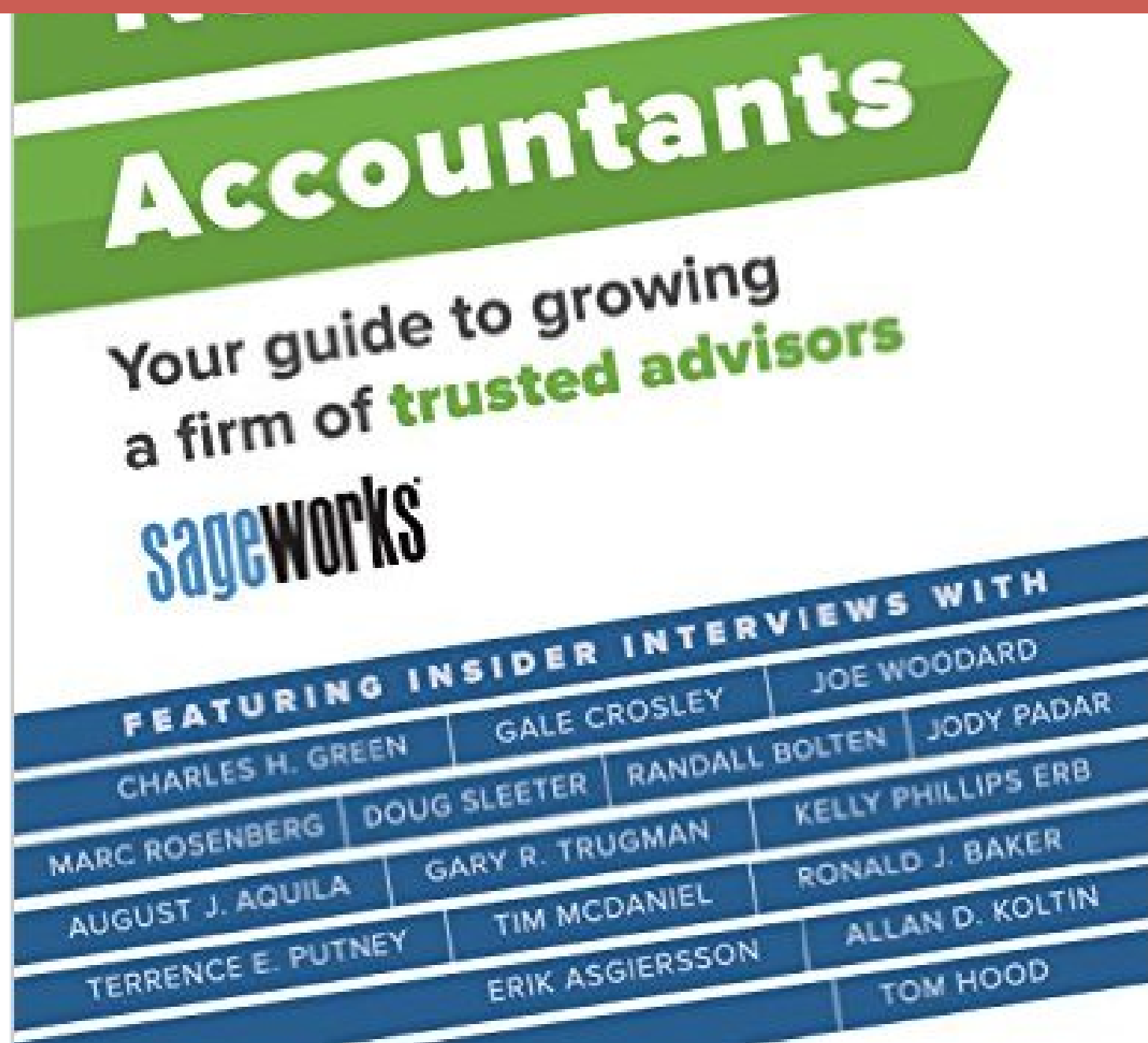


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The paperback version of *Next-Level Accountants: Your guide to growing a firm of trusted advisors* is now available. The book that brings together top accounting and valuation industry thought leaders to provide advice on how firms can add value to client engagements and grow their practices.

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decisions based on their financial information, and they need your help identifying and building the value of the business.”

Each chapter features advice from a different industry expert. Below are a few of the chapter titles in *Next-Level Accountants*:

- Want a Firm Full of Trusted Advisors? Do This, Not That – Featuring **Charles H. Green**
- 3 Ways Trusted Advisors Communicate Effectively – Featuring **Randall Bolten**
- Take These 6 Steps Toward Better Pricing – Featuring **Ronald J. Baker**
- Create Time and Capacity for Advisory Services – Featuring **Tom Hood**
- How to Develop a Growing Valuation Practice – Featuring **Tim McDaniel**
- From Good to Great: Overcome Three Obstacles to Accounting Firm Growth – Featuring **Joe Woodard**
- Mapping Your Tech Strategy – Featuring **Erik Asgeirsson**

Additionally, **Gale Crosley and Doug Sleeter** share insight on the importance of serving as “quarterback” for business clients. **Jody Padar** and **Allan D. Koltin** discuss approaches for providing a better client experience while securing the firm’s future growth. **Marc Rosenberg** and **Gary R. Trugman** give practical advice for freeing up time so accountants can work on strategy, management and other high-value work. **August J. Aquila** and **Terrence E. Putney** offer partner and practice-management strategies for transforming your firm’s focus to value-added advisory work. Finally, **Kelly Phillips Erb** shares best practices for developing some of the “soft skills” that set apart trusted advisors.

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