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Fame and presented Troy with the 2015 Hall of Fame Award. This award is given to an individual who is recognized as making significant contributions to the accounting profess

Jan. 29, 2015



On Thursday, January 29, The Advisory Board inducted Troy Waugh into its Hall of

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team, and has been selected as “one of the 100 Most Influential People in the Accounting Profession” for eight consecutive years by Accounting Today magazine. Troy has helped firms add grow and prosper through his consulting, training and alliance methodologies.

“Troy has been a leader and innovator in helping CPA firms learn how to uncover their ‘greatness and potential’ when it comes to rainmaking and business development. He saw a void and market need in the profession 20 years ago and created the Rainmaker Academy in response. Two decades later, he has many successful disciples using his principles and strategies with great success. He definitely made a difference in our profession and impacted in a very positive way,” stated Allan Koltin, Koltin Consulting Group.

Gary Boomer of Boomer Consulting, Inc. presented the award and said, “Troy’s vision and innovation have benefitted many in the profession who might not otherwise have developed their business development skills through Rainmaker Academy. He acted as a change agent by coaching and holding them accountable to achieve higher levels of performance. I have always appreciated his sense of humor and encouragement.”

“I think of Troy as a visionary, author, speaker, team-builder, peer, friend, and a jokester,” Boomer added. “The one thing I really admire about Troy is how his vision has been more than about Troy, it’s about the profession and how he can develop people and leave a legacy.”

Larry Autry of Witley Penn said of Waugh: “He was marketing before marketing was cool.”

Waugh will be joining a long list of highly notable past recipients including the 2014 winner, Gale Crosley of Crosley + Company.

Karl George formerly managing partner of Clifton Gunderson and another member

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