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## FIRM MANAGEMENT

# March 2018 Firm Management Channel

Mar. 21, 2018

## Firm Management

### Top Firm Management Blogs & Social Media

**12 Signs Your Firm is Not Acquisition-Ready.** Marc Rosenberg Blog.

<http://bit.ly/2FszwVt>

**Deloitte Pays UK Women 43% Less than Men.** David Hellier from Bloomberg.

<https://bloom.bg/2tvuwKg>

**4 Olympic Sports Accountants Can Learn From.** Thomas Curley from Sageworks blog.

<http://bit.ly/2EMiOfn>

**How to Fire a Client, and How to Prevent Needing to.** Stacy Kildal from Firm of the Future.

<http://bit.ly/2twsOYQ>

**India Bans PwC from Auditing for 2 Years.** CNN Money.

<http://cnnmon.ie/2p7avnE>

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# Firm Management News

**Accounting Thought Leaders Focus on Disruption.** Nearly 30 of the most influential thought leaders in the accounting profession gathered for *CPA Practice Advisor*'s 10th annual Thought Leader Symposium in Indianapolis, March 4-6.

[www.cpapracticeadvisor.com/12401260](http://www.cpapracticeadvisor.com/12401260)

**7 Questions to Gain More Biz Valuation Engagements.** Generating these engagements starts by asking several questions that help business owners recognize the need to build economic value and to plan for the future.

[www.cpapracticeadvisor.com/12399828](http://www.cpapracticeadvisor.com/12399828)

**3 Value Pricing Alternatives for Accountants.** Fixed-fee pricing is often used for repetitive services, such as tax preparation. It allows the accounting firm to develop and explain up front the varying levels of services and fees.

[www.cpapracticeadvisor.com/12398797](http://www.cpapracticeadvisor.com/12398797)

**What the CIA Can Teach Accounting Firms About Recruiting Women** Rarely would we argue that suggestions from a government agency fall in the category of, "common sense." Yet in this case, what's good the CIA is good for CPAs.

[www.cpapracticeadvisor.com/12398738](http://www.cpapracticeadvisor.com/12398738)

**12 Must-Haves to Make Partner.** Wouldn't it be wonderful if every partner in every firm was a star partner? For almost all firms, this is an impossible dream.

[www.cpapracticeadvisor.com/12398722](http://www.cpapracticeadvisor.com/12398722)

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