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Jul. 22, 2019

Internationally acclaimed accounting expert, speaker and coach Rob Nixon announced today the results of his first year providing coaching services to U.S. accountants through the Profitable Partners Mastermind Program. Accountants who joined the program have reported more than doubled quarterly returns.

Nixon launched the Profitable Partners coaching program to help members grow their accounting firms, with a target of earning more than \$1 million per annum after tax while working fewer than 500 billable hours.

Shannon Badger, principal at Badger CPA in San Antonio, Texas, reported that her firm went from 7 to 35 percent revenue in her first month after working with Nixon, without increasing her hours. She was even able to take time off to go skiing during tax season.

"I admit it was a stretch for us," Badger said, "but if you listen to Rob, you will see significant changes to your bottom line, to your team culture and overall alignment."

One of Nixon's core beliefs is that accountants do not earn enough money for the value they offer.

"They deserve better," Nixon said. "I've worked all over the world and I believe accountants can build a great business for themselves and help their clients build great businesses."

CPA Paula Field in Allen, Texas earned \$440,236 in revenue with a profit of \$101,777 last year; after working with Nixon, she eclipsed \$1 million in revenue for the first

time and is on pace to bring in \$1.5 million in revenue this year.

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fun and engaging. I'm not afraid to tell it the way it is. I'm messing with the status quo in accounting, and it's proving hugely successful for the accountants I am coaching because they walk away with tangible action plans they can implement right away."

Accounting firms in the United States can pre-qualify for the Profitable Partners coaching program at robnixon.com/qualify.

Accounting • Firm Management

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