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EBOOKS

Smart Client Management: The new skill every accounting firm leader must master

Your firm probably relies too much on tax season for revenues. That's means you're taking on too many clients and piling too much work on your employees.

Jun. 01, 2022



Your firm probably relies too much on tax season for revenues. That's means you're taking on too many clients and piling too much work on your employees. It's not a sustainable model. If you want to retain your best employees and grow your firm, you need a better approach. Smart Client Management revolves around selling more services to the clients you already have, easing the burden on employees and making your firm a year-round revenue-generating machine. What is Smart Client Management, and what can it do for your firm? Find out in this eBook. Also, discover:

- Why firms that rely too much on tax season are putting themselves at risk
- How to mine client data and sell new and different services to the clients you already have

- **Why Smart Client Management helps your firm retain employees and grow revenue**

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