

Highlights from the

Boomer Business Transformation Circle

Fall 2022

Highlights from the Boomer Business Transformation Circle™ - 2022 Fall Meeting

The Boomer Business Transformation Circle™ is a community of advisory services leaders helping one another develop the mindset, skillset and toolset for growing advisory services in their firms. Learn more at <http://www.boomer.com/bbtc>.

In September 2022, Boomer Business Transformation Circle™ members met in Kansas City, Missouri, for lively and insightful sharing of their perspectives on the challenges and opportunities inherent in transforming their firms. The discussions centered on the following topics.

- **Leading & Managing a Remote Team**
 - As the number of companies offering hybrid workplace flexibility and remote work arrangements continues to grow, the likelihood that your firm will receive requests to work outside the office is quite high.
 - Members prepared for these requests by discussing necessary technologies, expectations, criteria and policies.
- **The CAS Practice Workshop – How to be Successful and Exceptional!**
 - Throughout Day 1 of our meeting, members thought about what they're doing well and what they need to improve.
 - In this workshop, members met in small groups to discuss what they can do to leap into the future and make next year the best ever.
- **Software Show & Tell**
 - We asked four firms to "show and tell" a software solution they are using and how it has changed their business.
 - Some of the solutions presented include Suralink, Liscio and GoProposal.
- **New Advisory Services**
 - Innovative services combine what you already know with new capabilities—knowledge and technology.
 - Members discussed the new services they're introducing in their firms, including quarterly consulting, advanced reporting, Lean and DiSC services.
- **Workflow Software for Consulting Engagements**
 - Consulting is such a dynamic area that any workflow solution firms use for consulting needs to be much more flexible than other workflow solutions.
 - Members discussed the solutions they're using, including Asana, Teamwork and JetPack.

- **Growing and Cultivating an Advisory Team**
 - Successfully growing an advisory practice requires a team dedicated to the task.
 - Our members discussed the steps they're taking to grow their advisory teams, including outside training, bringing staff members to client meetings and more.
- **Pricing Advisory Clients**
 - Pricing can be one of the biggest challenges to offering advisory services for firms that are used to billing by the hour.
 - In this session, members discussed pricing techniques, including basing fees on a percentage of gross receipts, charging a minimum monthly fee and subscription tiers.
- **Finding and Retaining Staff**
 - Firms have struggled to find and retain qualified talent for years, but the talent shortage seems to have reached a boiling point in the past year.
 - We discussed how firms find (and keep) the talent they need to transform their firms, including outsourcing, trading applicants with other firms, campus recruiting, providing alternative career paths, addressing the hours problem and stay interviews.

An Invitation to Participate in the Boomer Business Transformation Circle™

To learn more about the Business Transformation Circle community, please visit <http://www.boomer.com/bbtc>.

About Boomer Consulting, Inc.

Boomer Consulting, Inc. provides consulting services to hundreds of the highest performing CPA firms. Our unique and powerful solutions target five areas critical to a firm's success: Leadership, Talent, Growth, Technology and Processes. For more information, visit www.boomer.com