



Please let us know
in the chat where
you're joining us
from today ...

clarity.[®]

Who is this for?

Leadership
team
[4]

Start-up
firm
[5]

Senior
manager
[3]

Sole
practitioner
[1]

Already have
a successful
firm [6]

Partner in
multi-
partner firm
[2]

Revenue per Employee

the 6 stages

Wilderness [5%]

£0-25k RPE

Loss-making or
minimum profit

Everything feels like
hard work ... *Stress*

Everyone does things
their own way

Unlikely offering Value
Added Services

Charging below average
fees

Too many of the wrong
clients

Revenues we've seen:
£50 to £700k

Revenue per Employee

the 6 stages

Lifestyle [60%]
£25k-75k RPE

Average profit per
Partner £85k

Prices increased but not
enough

Most likely 2 different
client pools

Deadline chasing + not
enough time

Not everyone using the
systems and processes

Some Value-Added
Services being sold

Average revenue
c £400k

Revenue per Employee

the 6 stages

Elite [18%]
£75k-100k RPE

Average profit per
Partner £182k

Moved from cost-
focused to outcomes

Relationship based
Customer Experience

Team delivering Value-
Added Services

Processes and systems
ubiquitous + working well

Some Value-Added
Services being sold

Average revenue
c £800k

Revenue per Employee

the 6 stages

Desert [6%]
£100k-125k RPE

Growing pains. Client mix needs revisiting

Innovation ground to a halt

Team too big in anticipation of scale

Customer service 'wobbly'

Processes and systems under strain

Not enough people delivering Value Adds

Average profit per Partner £133k

Revenue per Employee

the 6 stages

Performance [5%]
£125k-150k RPE

Average profit per
Partner £270k

Value Added Services
add significant revenue

Hi-performing Team +
Systems innovation

Big Impact on Team and
Clients

Brand new focus.
Compliance just happens

Robust Client Selection
criteria

Likely revenue
>£1,000,000

Revenue per Employee

the 6 stages

Star [6%]
>£150k RPE

Average profit per
Partner £731k

Thinking differently,
GREAT team performance

(Usually) multi-partner

Private Bank style of
approach

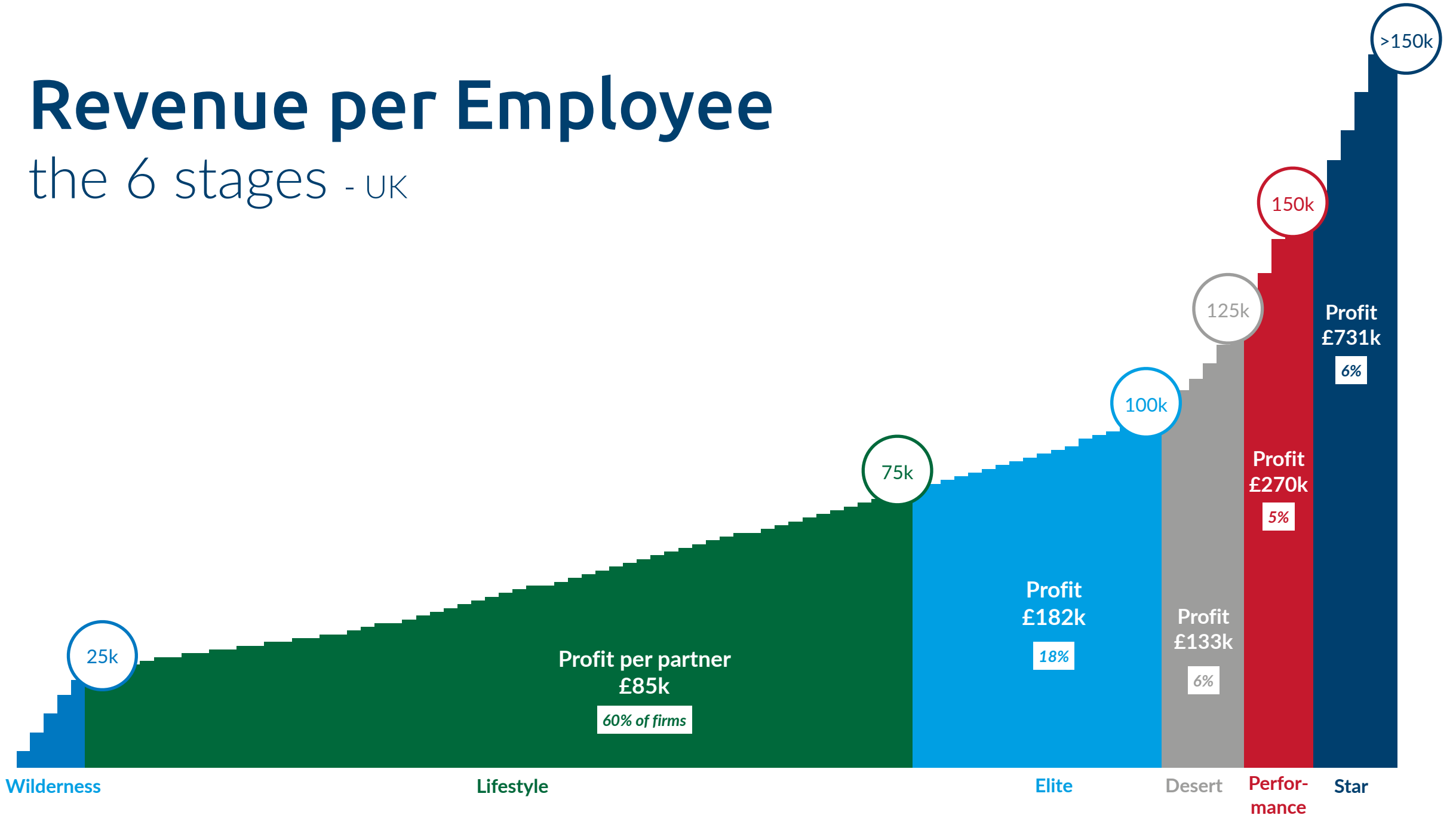
Outstanding systems +
processes

Value Added Services
the Norm

Likely revenue
>£1,700,000

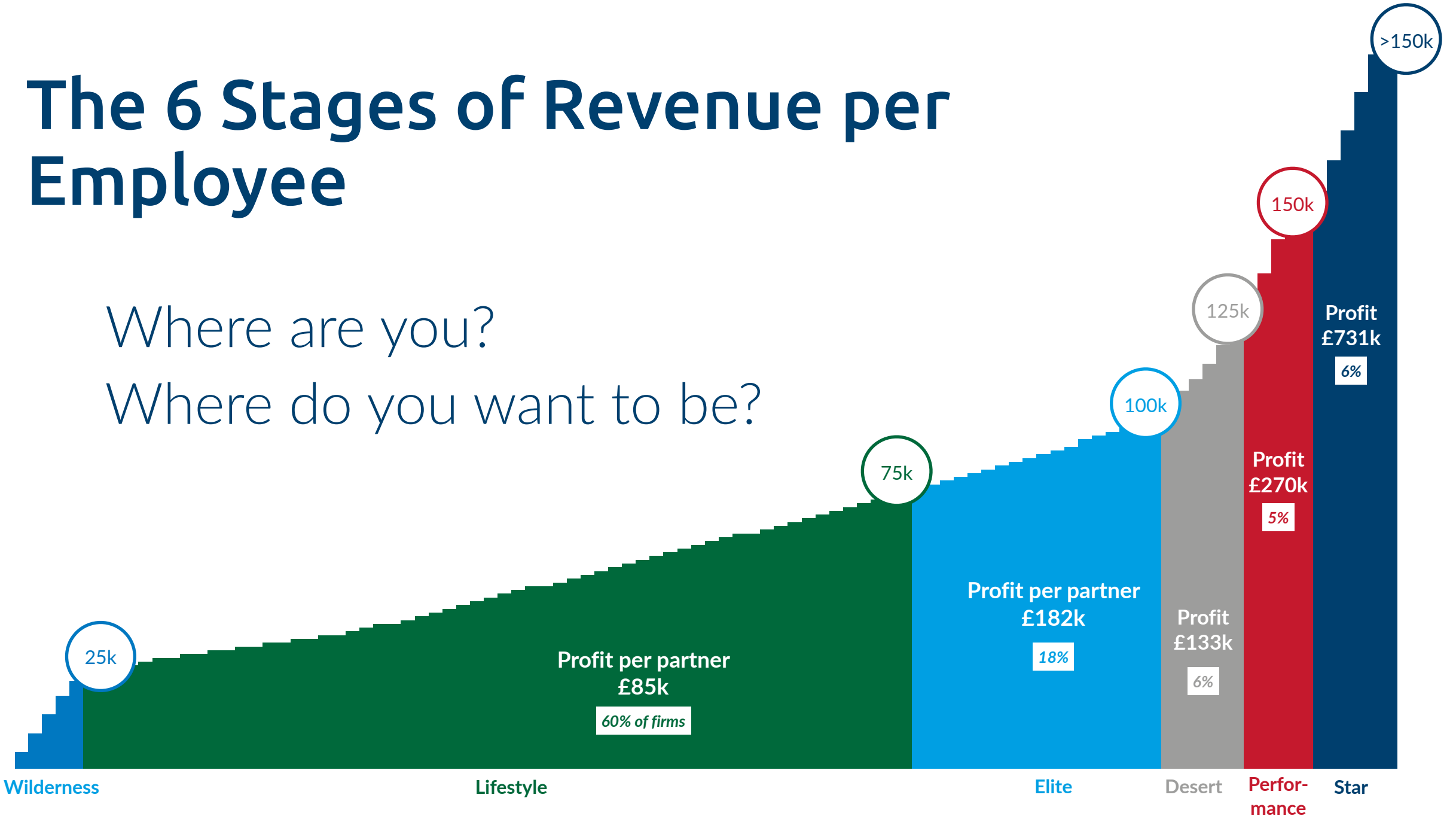
Revenue per Employee

the 6 stages - UK



The 6 Stages of Revenue per Employee

Where are you?
Where do you want to be?

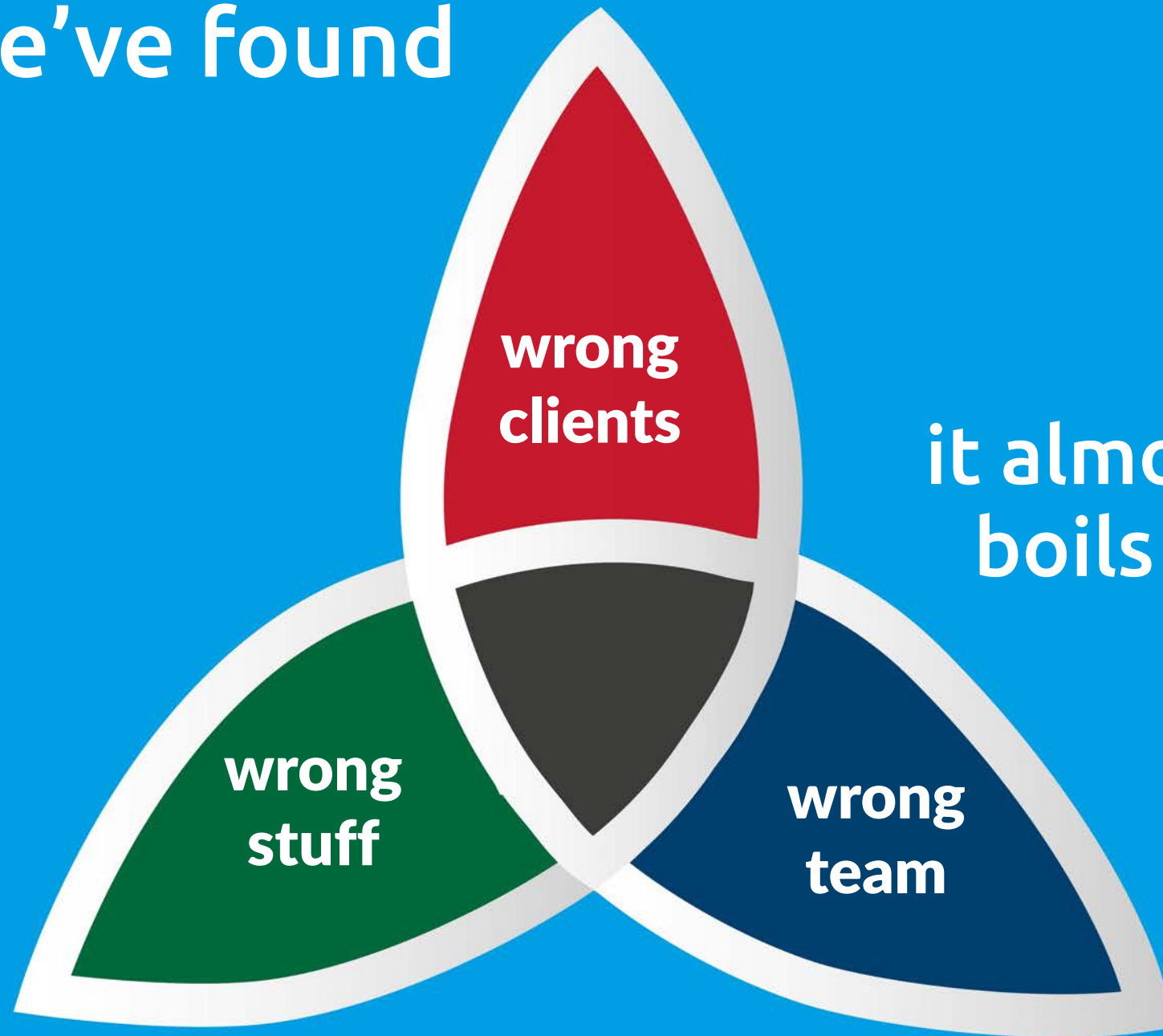




What we've heard

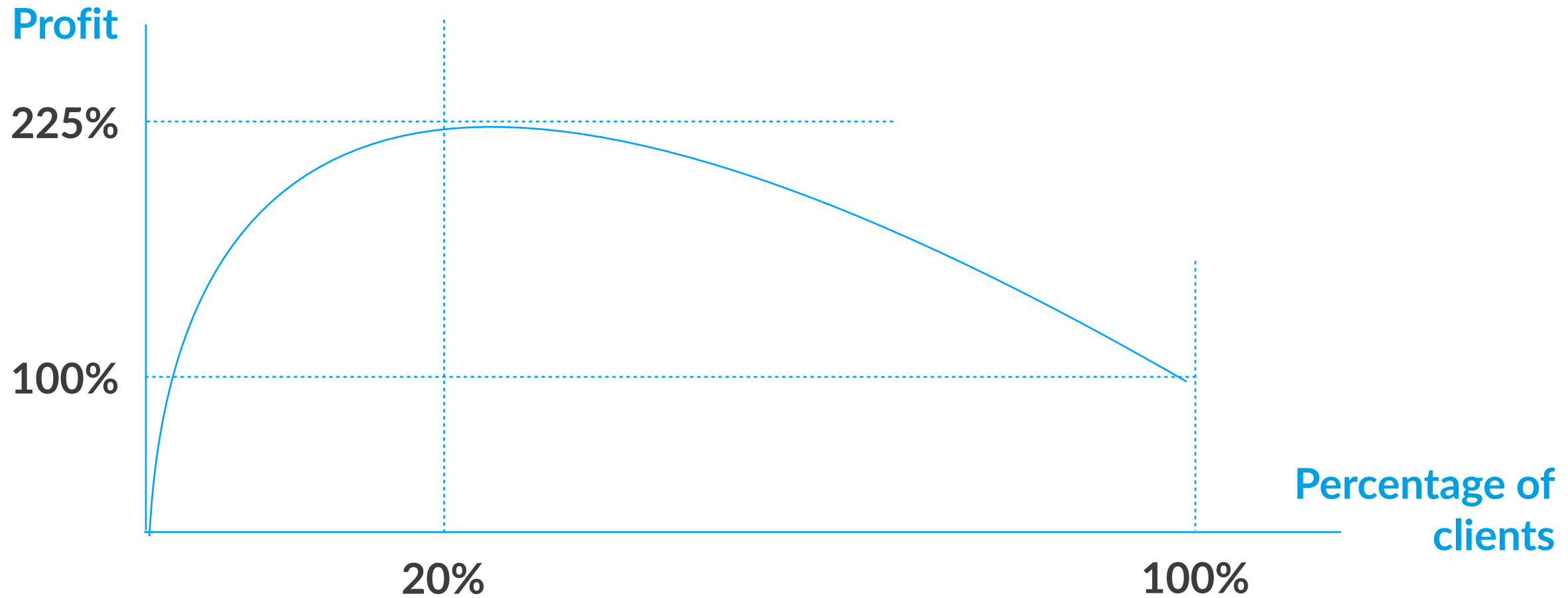
1. Overwhelmed with compliance
2. Can't keep (or find) the right team members
3. Don't have the time
4. Don't have capacity
5. Not taking on any new clients (or not taking up opportunities)
6. Working longer and harder to keep still
7. Don't know what to do (for the best/next)

What we've found

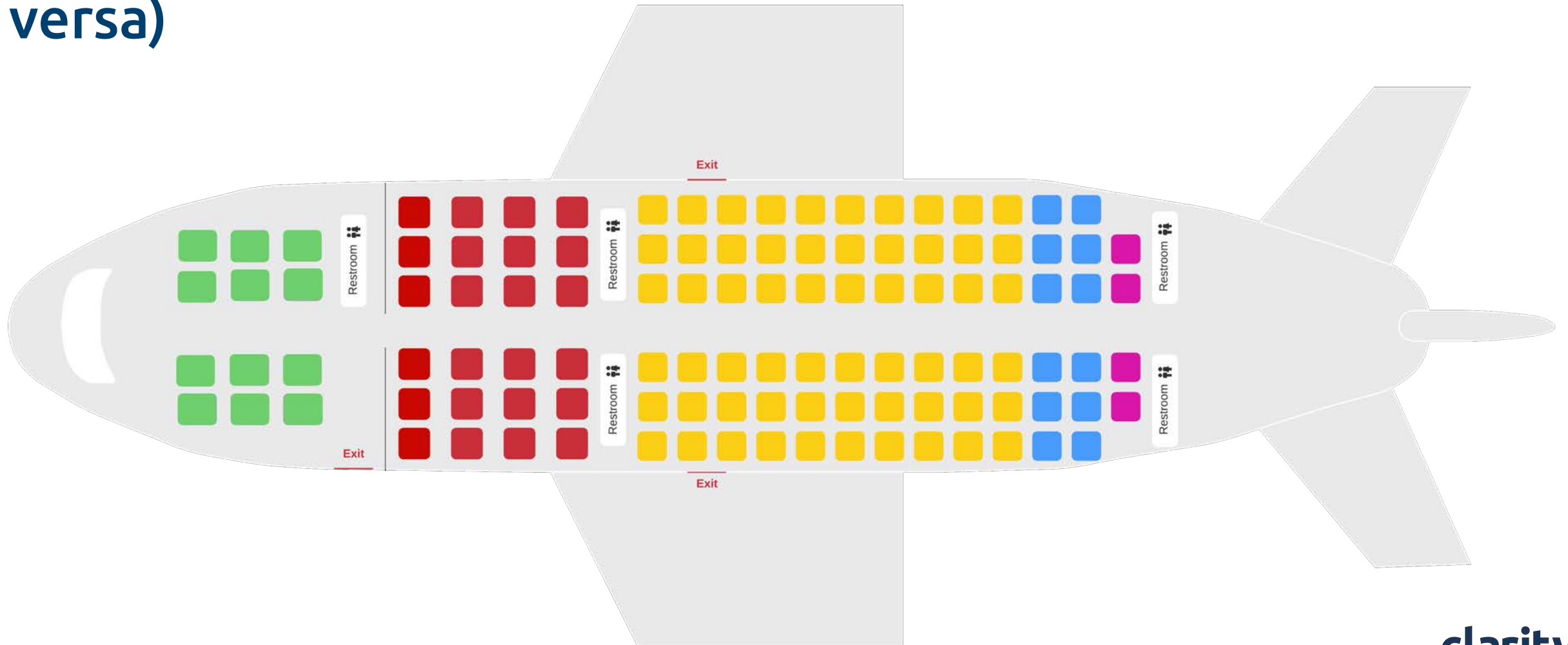


it almost always
boils down to

The 20:225 rule



Client Selection Criteria (drives business model and vice versa)



Compliance - all things aren't equal

Essentials

- Make sure all significant work, conclusions and judgements are recorded on file.
- Keep final copies of approved tax returns, signed accounts and other reports on file.
- Make relevant file notes of any other discussions/enquiries.

Best practice

- Maintain fully documented files with indexes.
- Keep final copies of signed accounts and other reports on file, cross-referenced to key working papers.
- Complete appropriate work programmes and keep on file.
- Document procedures in a manual.

Lucky or good?



An Elite firm in numbers

1. GP above 65%
2. Net profit in excess of 45%
3. Revenue per employee > £100,000
4. Negative cash days
5. 100% Fully engaged team
6. Your ideal number of happy clients

Your Whole Firm Success Blueprint

Clarity + Focus + Resources + Skills + Structure + Plan = Success

without a Plan = False starts

without Structure = Frustration

without Skills = Fear

without Resources = Resistance

without Focus = No time

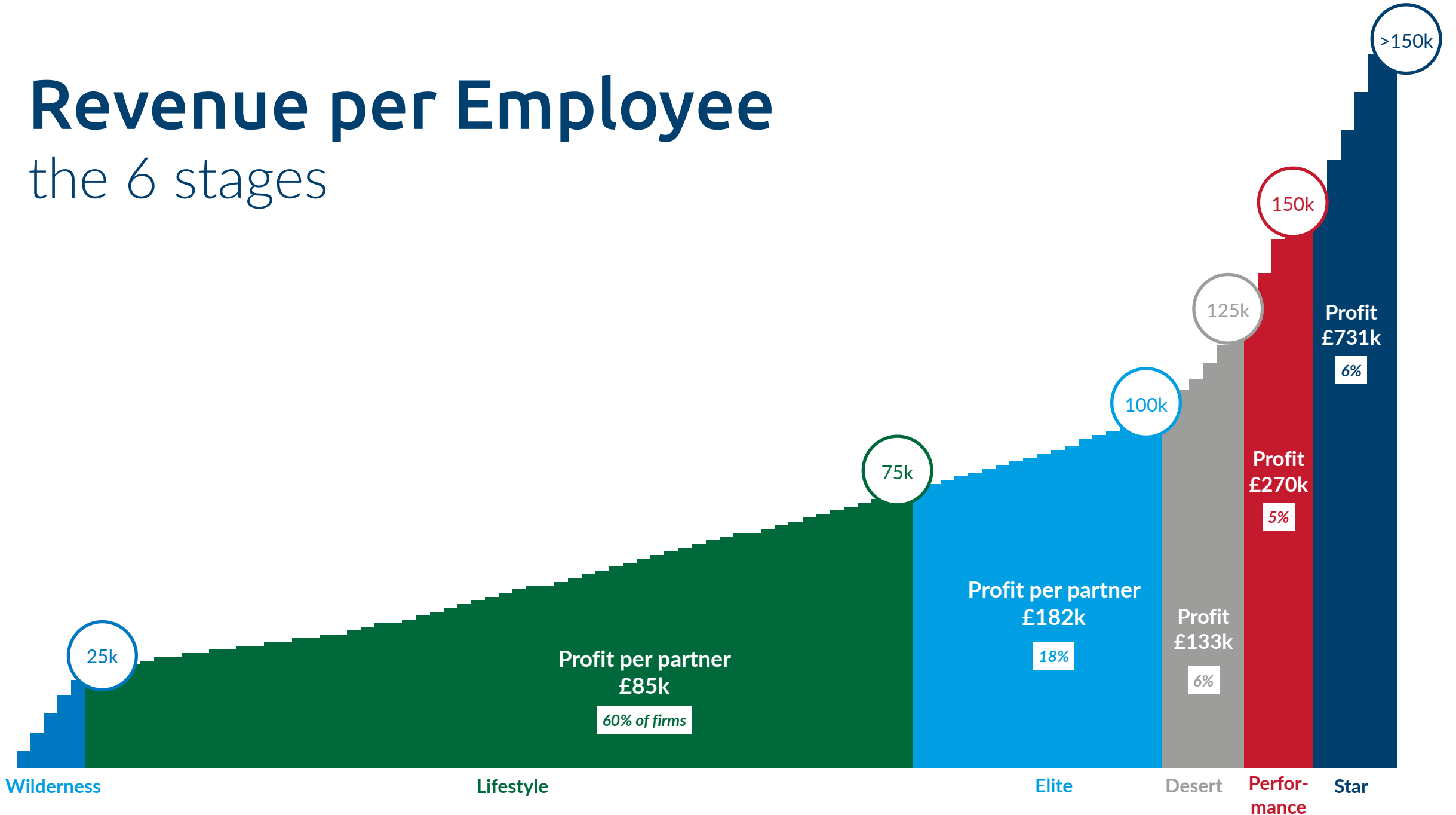
without Clarity = Confusion

the:EliteFirm 14-Step Implementation Plan

1. Clarity of Vision
2. Unlocking Potential
3. Capacity Creation Toolkit
4. Client Mix
5. Time Management Systems
6. Pricing for Profit
7. Engaging Incentives
8. Team Mix
9. Continuous Improvement
10. Winning Environment
11. The Firm Playbook
12. Repeatable Services
13. Competitive Strategy
14. Virtuous Circle

Revenue per Employee

the 6 stages



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How ready are you to take the necessary actions?

1

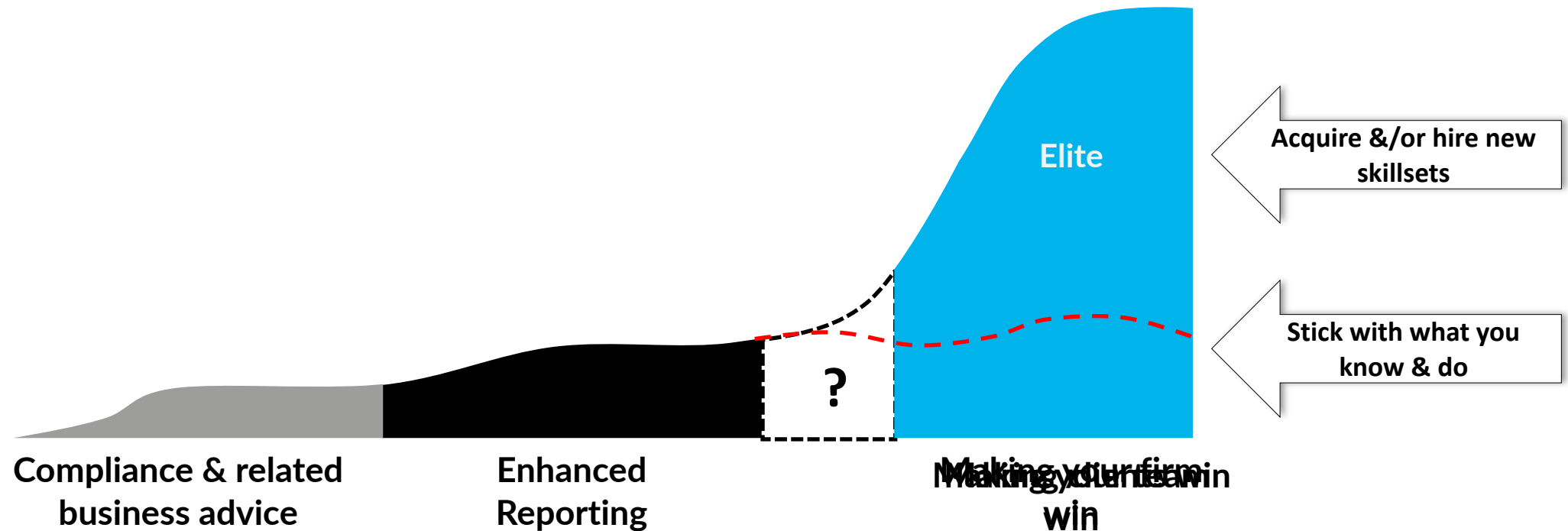
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10

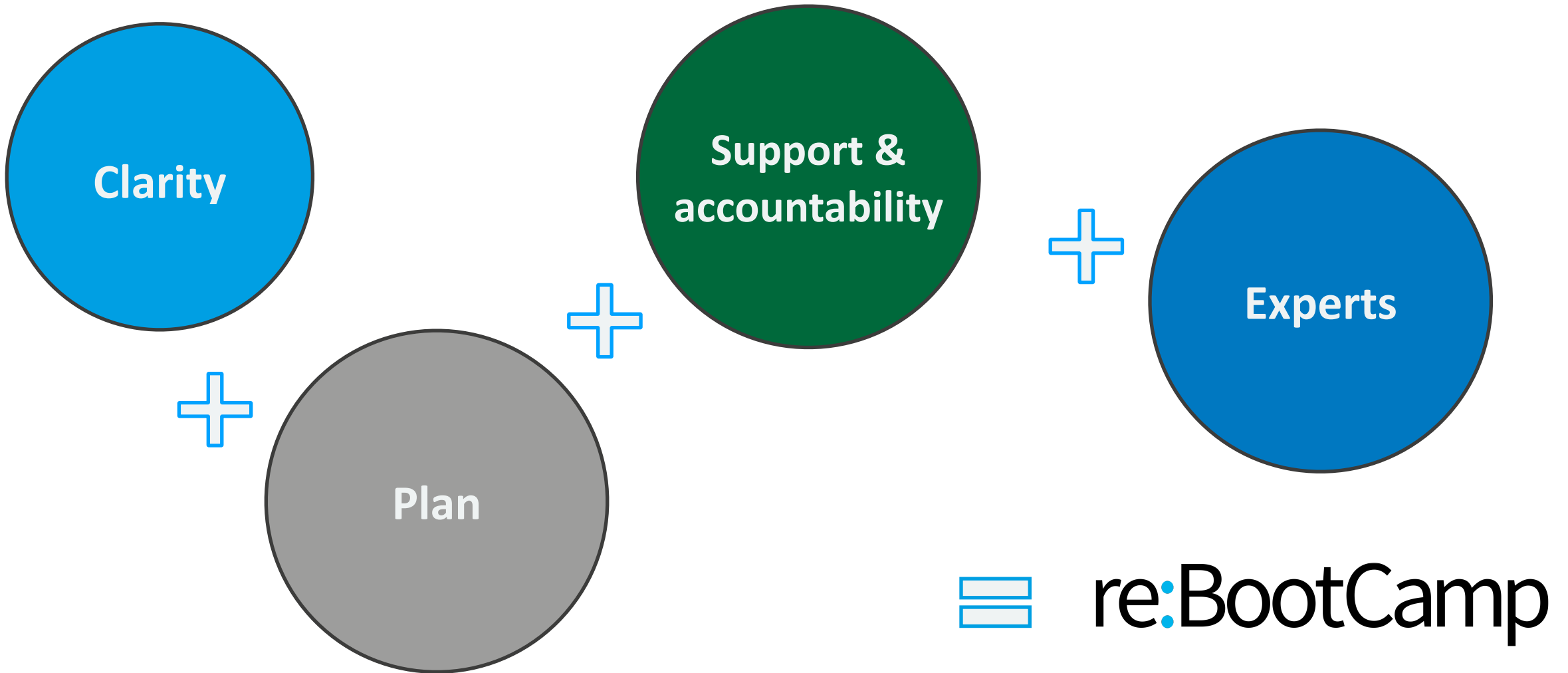


We are at a Strategic Inflection point

“A strategic inflection point is a time in the life of business when its fundamentals are about to change. That change can mean an opportunity to rise to new heights. But it may just as likely signal the beginning of the end”



Crossing the Chasm is a Matter of CHOICE ... YOURS!



learn from other amazing accountants

future direction **INVALUABLE** *competitive advantage*
Unlike any other *an incredible experience* *driving fundamental change*
accounting conference! *so much fun and hugely valuable* **Just do it!**
life-changing

awesome content, my head is still absorbing it all
It gave us clarity around our future direction **INSPIRATIONAL** *gave us the courage*

fantastic event **cutting edge thinking** *so much fun and hugely valuable*
Outstanding! *massive value*
gave me my mojo back **epic few days**

mind-blowing **found the key to unlock** **the BIG thing that will make the difference**
the next stage of my firm *just awesome. We will attend again and*
WOW, just *again. So much is covered*
hugely relevant

WOW **allowed us to get outside our own firm**
everything I had hoped for and more
The impact of this will last generations

gave me confidence and a positive growth mindset

re:BootCamp

re:BootCamp **mastery in modern accounting**

**In addition to two full-day live sessions,
re:BootCamp includes a number of very special things**

Welcome drinks

Refreshments and lunches on both days

Cocktail Party, Gala Dinner and Beer & Pizza evening

Extraordinary guest speakers

Incredible networking

Planning day and help from on-site team

Exclusive Resources (that work!)

Continued support

re:BootCamp **mastery in modern accounting**

Raddison Red, London Heathrow London

15 Oct 2024	20:00	Welcome drinks for those who arrive the night before	Optional
16 Oct 2024	09:00	Day 1 Starts	
16 Oct 2024	19:30	Cocktail party and Gala Dinner	
17 Oct 2024	08:00	Day 2 Starts	
17 Oct 2024	18:00	Beer and pizza	Optional
18 Oct 2024	10:00	Planning for those who stay	Optional

re:BootCamp mastery in modern accounting

~~1.997~~

997

BOOTCAMP50

And that also includes a number of very special things :-

Time Machine

7 Biggest Mistakes

87 Ways to Grow Revenue per Employee

re:BootCamp

Speakers





re:BootCamp

learn from other amazing accountants

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50% Off this week
BOOTCAMP50

www.theaccountantsbootcamp.com

