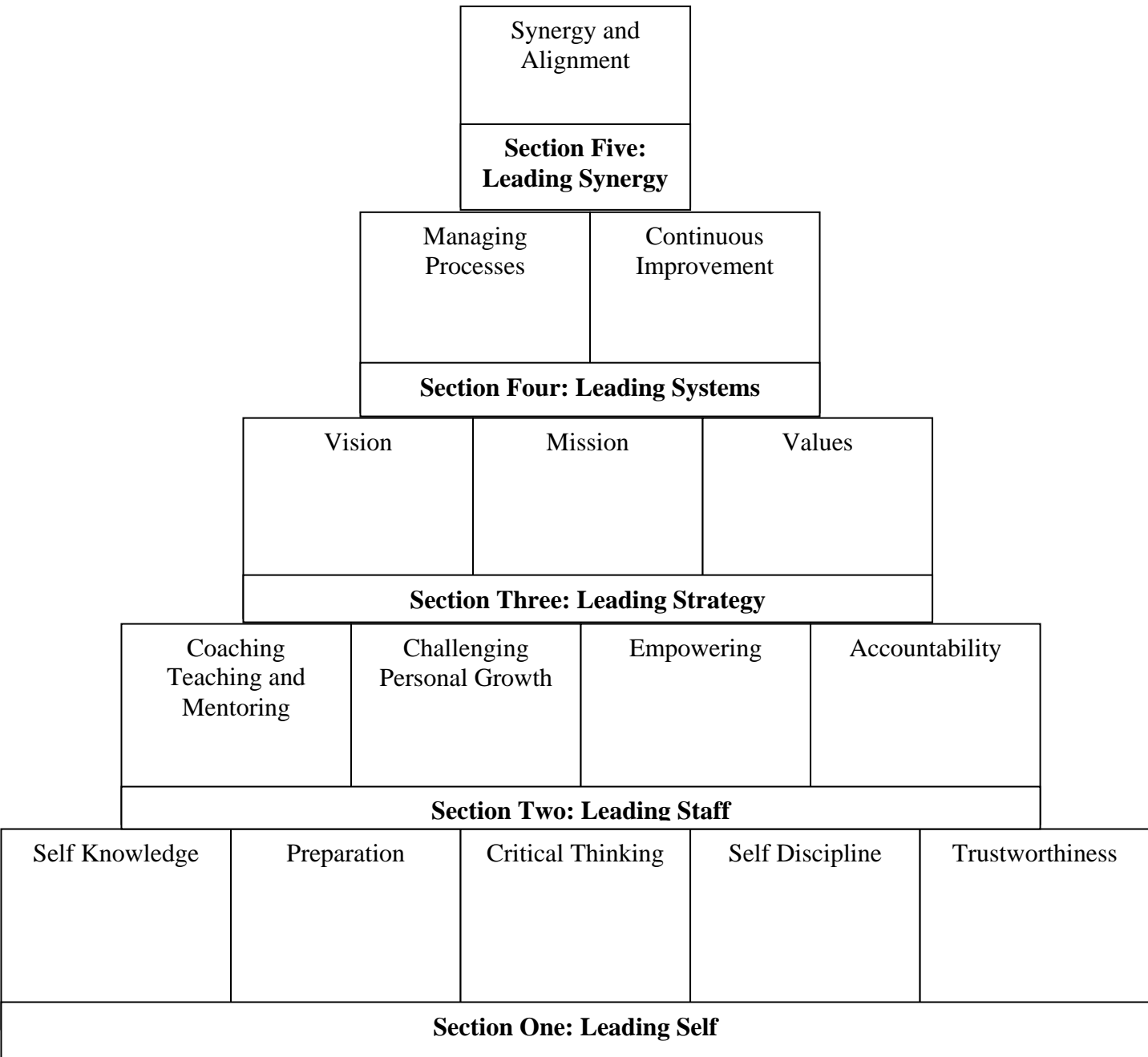


## Leading an Accounting Firm, *The Pyramid of Success*

Certified public and chartered accountants are some of the brightest professionals in the world. Accountants regularly rank in the top 10 percent on college entrance exams and most people would argue their intelligence quotients rank at the very top as well.

This presentation is based on a new book published by the AICPA in which Troy interviewed over 100 leaders in accounting firms across North America. You will learn the differences in leading and managing and the unique nesses in leading a group of accounting professionals. Troy will use the pyramid below as his organizing structure for this lively presentation.



This presentation is about leading a small – or large – group of very bright, somewhat introverted and skeptical accountants toward a common goal. It’s about leading a small team of auditors, tax accountants or consultants. It’s about the new manager leading a group of accountants on an engagement. It’s about leading niches,

divisions, service lines. It's about leading large organizations with many offices and hundreds of partners, owners, or shareholders.