

Practice



Monday

Education/Careers



Tuesday

Tax



Wednesday

A&A



Thursday

Technology



Friday

VOICE OF THE EDITOR

Benchmarking for Success

When it comes to your firm's strategic plans, Lauren Prosser, director of ProfitCents Professional Services, suggests taking a triangular view – focusing on your clients, your people, and your practice. By doing so, your firm will gain the insight and flexibility needed in today's ever-changing marketplace. In [Twelve Metrics Firms Should Track](#), Prosser outlines what she calls the "defining dozen" – twelve benchmarks you can implement to help retain your current clients as well as grow and manage your firm.



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Today's workplace fitness exercise focuses on the quadriceps.

[Read more](#)

Put together your own office fitness routine by reviewing the exercises in our Workplace Fitness Library.

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PRACTICE HEADLINES

→ [Twelve Metrics Firms Should Track](#)

Dozens of metrics exist for firms to track, number crunch, and strategize around. No two firms will track the same exact metrics in the same way for the same exact reasons. However, focusing on a "defining dozen" can propel firms to the next level.

→ [The Case for Mandatory Partner Retirement](#)

Almost every firm that I work with has a succession issue in the near term. Baby boomers are retiring at an accelerating rate, and firms are coping (or not) with transition issues surrounding those exits.

→ [Nominating Clients for Awards](#)

It's that time of year when local nonprofit organizations, chambers of commerce, and civic associations look for people in the community to recognize for their contributions and generosity. We've found that nominating clients for awards – whenever appropriate – has multiple benefits.



PARTNERS



SIGN OF THE TIMES

THE SMALL BUSINESS
Optimism Outlook

June 2012 Aug 2012 Nov 2012 Feb 2013

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THIS WEEK ON ACCOUNTINGWEB

- [E. Bernard Goodrich of the AICPA](#) and [Karen West of OSCPA](#) talk with AccountingWEB about the 2013 Accounting Scholars Leadership Workshop.
- [Steve Saah, director of permanent placement services at Robert Half International](#), shares good news about 2013 job market for accounting professionals.
- The AICPA Economic Outlook Survey results are out. [Jim Morrison, CPA, CGMA, CFO of Teknor Apex](#), shares his thoughts with AccountingWEB.
- [Don Mobley, a managing partner at Scott and Company](#), discusses the firm's upcoming merger with Johnstone, Graydon & Thompson CPAs.

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