

# AVERAGE FIRMS

VS

# ABOVE AVERAGE FIRMS

Struggle with Finding Enough Time

Always Searching for the Next Shiny  
Object aka. Quick-Fix

Wonder How They Can Convince People  
to Become Clients

Lack a Plan for Staff and Advisor Skill,  
Leadership, and Culture Development

Try to Service Anyone and Everyone

Try to Complete All Tasks Themselves

Value and Protect Their Time to Ensure  
All Activities Have a Time Slot

Strategize & Implement Well-planned  
Improvements to Maximize Growth with  
Minimal Effort

Create Raving Fans Who Generate  
Quality Referrals

Devise Training Curriculum and  
Empower Staff with Initiative  
Responsibilities

Clarify Their Ideal Client and Offboard  
not-fit clients

Optimize Operations via Outsourcing,  
Delegating, and Automating methods