

Management Of An Accounting Practice Handbook

Professional Accounting Practice Management Management of an Accounting Practice Management of an Accounting Practice Valuing Accounting Practices Management of an Accounting Practice Handbook: Administration Management of an Accounting Practice Handbook: Developing an accounting practice Management of an Accounting Practice Handbook Management of an Accounting Practice Handbook Establishing an Accounting Practice Accounts and Accounting Practice Management of an Accounting Practice Handbook: pt.1. Developing an accounting practice Accountant's Office Manual Building a Profitable Online Accounting Practice Establishing an accounting practice PPC's Guide to Managing an Accounting Practice Management of an Accounting Practice Handbook Establishing an Accounting Practice A Guide to Managing an Accounting Practice Guide to Managing an Accounting Practice The Value of an Accounting Practice Joseph Kastantin American Institute of Certified Public Accountants American Institute of Certified Public Accountants Robert F. Reilly American Institute of Certified Public Accountants Albert G. Belding Charles S. Rockey Jack Fox Donald Lloyd Covey Practitioners Publishing Co. Staff J. Clifford Griffith J. Clifford Griffith David H. Smith

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with rising competition in the field independent accountants as well as accounting firms are finding it harder to survive and make a profit according to the author of this management guide the difficulty is compounded by the fact that most professional accountants lack training or expertise in managing a practice kastantin an experienced cpa consultant and accounting educator has written a comprehensive manual that will enable accountants to upgrade their practices systematically and develop the human relations competence that is vital to managing a successful practice the first several chapters discuss the need to accept a basicbusiness orientation through a stated business purpose and to define the size and scope of a practice as well as personal finance goals the author next considers such basics as liability insurance employment contracts and financing methods a major section of the book is devoted to working relationships with bookkeepers and other staff partners bankers and the internal revenue service chapters on client services offer specific guidelines on management concerns relating to auditng review and compilation tax practice management advisory services and client write up services turning to the question of marketing the author gives detailed advice on soliciting clients advertising and the creating of a firm image and explores the ethical issues involved he describes the various ways that computers can assist the practitioner in managing a practice he suggests an organized approach to accounting practice administration and outlines the use of financial statements and break even analysis in practice management the final chapter which includes a case study deals with business budgeting and sales forecasting as they relate to banking relationships business management and personal financial planning this convenient logically organized manual is an invaluable resource for the accounting practitioner who wishes to maximize financial return and to develop the kind of well run practice that can retain clients despite increased competition it is an appropriate acquisition for the business and accounting collections of academic and public libraries

in depth coverage of the valuation of accounting practices and ofpartial ownerships in those practices fundamental concepts and approaches related to accounting practices illustrative income approach valuation methods illustrative market approach valuation methods illustrative asset based approach valuation

methods preparing the overall accounting practice valuation synthesis and conclusion identification and quantification of accounting practice valuation discounts and premiums and other special topics related to the valuation of partial ownership interests special topics related to the valuation of accounting practices reporting the results of the accounting practice appraisal this comprehensive guide covers every aspect of accounting firm valuation from determining the circumstances in which the procedure should be undertaken to compliance with standards for reporting valuation results it provides a solid conceptual and theoretical foundation for the analysis and appraisal of accounting practices along with numerous practical applications and illustrations the main body of the book is divided into four sections the first section addresses the planning stages of the valuation including motivations for conducting an appraisal its purpose and objective professional valuation standards selecting a valuation approach and data gathering in the second section specific accounting practice valuation methods are discussed and illustrated these include market based income based and asset based methods this section also examines the process of determining the overall value of the business the third section of valuing accounting practices focuses on the valuation of fractional or partial interests in an accounting firm a large part of this discussion centers on the identification and valuation of discounts and premiums related to partial or minority ownership with an emphasis on marketable versus nonmarketable interest and discounts for lack of marketability topics include empirical research factors affecting marketability consideration of transferability restrictions and discounts and premiums for other nonsystematic factors the fourth section defines standards for accounting practice valuation reports and provides a comprehensive sample report lastly special practice valuation topics are discussed supplemented with numerous checklists quantitative examples appendices and bibliographies this handbook is an indispensable resource for accountants and appraisers who value accounting practices it is an excellent guide for sole practitioners or members of small and medium size accounting firms who need to conduct self appraisals for merger negotiations new firm formation litigation or any other reason it is also an important reference for divorce attorneys

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