



Securing the Future, Volume 2: Implementing Your Firm's Succession Plan, 2nd Edition

William Reeb, Dominic Cingoranelli

Paperback	978-1-940-23560-8	December 2016	£60.00
O-Book	978-1-119-44837-2	November 2017	Available on Wiley Online Library

DESCRIPTION

Is your firm poised for long-term success and viability? Do you even know what that looks like for your firm?

The reality is that most CPA firms have their work cut out for them if they want exiting partners to retire comfortably and future leaders to flourish. In the new edition of this popular book, Reeb and Cingoranelli impart the same no-nonsense advice on succession planning and management that they share with their clients, providing you with the benefits of their years of experience, research, and methodologies.

Once your firm's leadership is on board with the fundamental concepts, Volume 2 provides your implementation team with the tools and resources they need to make it a reality.

This workbook includes the tools, tactics, and strategies you need to draft a customized plan and see it through. Each chapter includes expert-developed exercises, forms, and checklists tailored to each phase of the planning process. Also available as a PDF Toolkit to simplify your planning!

ABOUT THE AUTHOR

Bill Reeb has been consulting for over three decades to all sizes of businesses, from mom and pop operations to Fortune 100 companies. Prior to his life as a CPA, he worked for IBM in sales in the late 1970s. As an entrepreneur, he has founded

seven small businesses, from retail to software development to advisory work. An award-winning public speaker, Reeb lectures throughout the United States and Canada to thousands of executives and CPAs each year. As an award-winning author, he is internationally published, with numerous magazines, journals, newspapers, and books to his credit. Besides *Securing the Future*, Reed and his partner Dom Cingoranelli have also authored *Becoming a Trusted Business Advisor: How to Add Value, Improve Client Loyalty, and Increase Profits*.

Dom Cingoranelli is a consultant whose engagements over the last three decades includes organizational development work for CPA firms and associations, as well as on construction projects for the Big Three auto makers; for regional, national, and international contractors; and for organizations in a variety of other industries. He has performed strategy consulting and planning; process improvement studies; management consulting, training, and development; team building; coaching; and group process facilitation for a variety of groups. He co-authored *Securing the Future* and *Becoming a Trusted Business Advisor: How to Add Value, Improve Client Loyalty, and Increase Profits*, as well as the AICPA PCPS Succession Resource Center and Trusted Business Advisor Resource Center. Cingoranelli has also written numerous articles and CPE offerings on executive recruiting, performance management, leadership, planning, and organizational culture. He speaks frequently on management and consulting topics throughout the country.

To purchase this product, please visit <https://www.wiley.com/en-gb/9781940235608>