Presentation & Notes:

**Grant Thornton is…**
- Big enough to provide exciting career opportunities
- Small enough to personalized career development
- Flexible PTO program - no PTO restriction

**Grant Thornton Supports the Whole You** (work with a large variety of industries)
- Complex privately held business
- High-growth, exciting startups with significant potential
- Large public co
- Mid-size public co
- Not for profit
  - Southern CA emphasize on Education
- Private equity funds and their portfolio company
- Public sectors (federal, state, local government)

**Service Lines**
- Consumer and industrial products – SD
- Energy – SD
- Financial Services – Irvine
- Food and Beverage – Some
- Health Care
- Hospitality
- Manufacturing and transportation
- Not for profit
- Public sector
- Real estate
- Technology – main emphasize in SD
- Life science – main emphasize in SD

**Client Service cycle**
- Dynamic client – favor large private company and the public sectors – growing clients
  - 50M-2B revenue
  - Expanding companies – cross sell services
  - Experience – complex and non-complex issues to keep staff engaged
  - Knowledgeable management team
How does an accounting firm develop leads?
- Referrals – existing clients and other professional services firms
- Networking events – build your brand through strategic, external events that draws “C” level audiences
- Using business development executives – “salespeople” who work for film to build client base

Who should you connect with?
(Your connect with anyone can be useful)
- Peers in other firms and company
- Industry trade associations or not for profit organizations
- Hobby groups

Important quality for the team
- Someone that can illustrate client’s importance – deepening the client relationship

Royal Client (what we strive for)
- Stay with the company/firm longer
- Provide an excellent opportunity for career development
- Engage or additional services
- Are less fee sensitive
- Become more profitable because of gains in efficiency and understanding
- Recommend us to other firms

How can you make an impact?
- Associates and senior associates
  - Are often at the client site daily providing services
  - Developing strong working relationships with client
  - Looking for white space opportunities
  - Communicating with manager and partners when issues arise