



10 top tips for finding management accounting clients:

1. Get out there and network, network, network
2. Find strategic partners and start building relationships
3. Have a rockon LinkedIn profile - with a photo
4. Be bold, be brave
5. Fish in the right pool
6. Raise your profile by doing presentations
7. Know who your ideal clients are
8. Follow up when you meet great people
9. Offer a small, valuable piece of work first
10. Price based on value and not time

If you have found these tips useful go to www.mipsmeanbusiness.co.uk to find out about the resources I have to help you further