

More clients?



**Marketing**  
Finding and engaging with new clients

I want to work part-time from home for my own clients!

I'm an established, experienced accountant, but need more clients!

I lost my job and want to replace it with something of my own, rebuilding my income quickly!

I want to replace my current job, starting part time to lay a solid foundation, then taking it FULL TIME!

I want to supplement my current job with extra income on the side!

More revenue streams?



**Accounting**  
The Services offered

I would like to offer more services and get paid more

I feel I could be doing more with my current clients to increase my average revenue per client

Working more efficiently?



**Production**  
The efficiency that the work is done (Standard Operating Procedures)

I'm not busy enough. Needs more clients. Should focus himself with marketing.

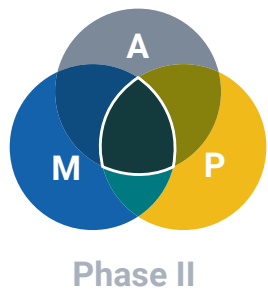
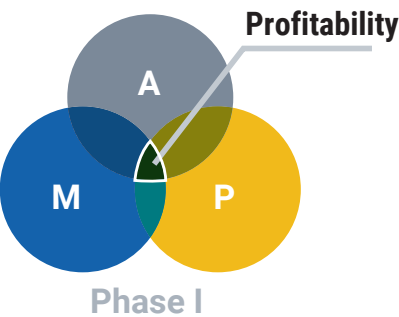
I have plenty of clients, comfortable with the services offered but I know I need to work more efficiently to be profitable.

I'm too involved in the day-to-day operations of the business.

I'm too busy. I need to work smarter and free up some time before I die at this. I need my life back while I continue to charge the same if not more.

The Premier Accounting Firm Evolution JOB → LIFESTYLE → OWNER

Mapping Your Business



3 Key Essentials to Success in Business

- Marketing & Sales
- Accounting
- Production



Helping accounting professional start & build successful accounting firms since 1979. Follow this turnkey process as we help you:

- Engage & Manifest
- Understand Accounting
- Increase Revenues
- Improve Profits
- Build Value

**Now it's Your Turn!**  
**Be in business for yourself but not by yourself with Universal**

Pick a time that is convenient for you and

LET'S SPEAK

GET CLEAR

You're the expert of your business. We take the time to understand your current situation and get you clear about what you want to achieve.



GET CERTIFIED

The skills to get paid what you are worth

BUILD A PLAN

We've helped thousands of CPA's, accountants, bookkeepers, and tax preparers build the premier business in their areas. Let's tailor a plan that meets your goals and gets you paid what you are worth.



START/GROW A BUSINESS

Find new clients easily  
Retaining clients adding value-based services  
Working efficiently and profitably

GET RESULTS

Armed with the right plan and the right actions, the results will come quickly.