

SUCCESSION ADVISORY REPORT

Archive of Articles on Mergers and Succession Section.

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Failures	Mergers & Acquisitions of CPA Firms: Understanding the Roadblocks To Successful Deals (Part 1 of 2)
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	3 Things to Know Before Buying an Accounting Firm
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Accounting Firm Problems	Staffing Leads Competitive Challenges
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Approaches	Unique Approaches to Succession Planning for Accounting Practices
Benchmarks	Benchmarking With Your Peers
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Benchmarks, all-star firms	Benchmarking Data Survey
Billing rates	Billing Rates Survey
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Client retention	The Value of a Smooth Transition in Tough Times
	Succession: Every Client Has a Life
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Compensation	Compensation Survey
	What CPA Firms Are Paying Staff & Owners
	CPA Firm Salaries
Compensation statistics	Compensation Rises for Owners and Staff
Compensation statistics, controllers	The 2007 AFP Compensation Report
Concerns, what CPAs worry about	Technical Complexity and Staffing Dominate 2007 PCPS Top MAP Issues Survey
Continuing the practice	Moving from Success to Continuation Mode of Operation

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	At the Dawn of a New Decade, Succession Planning Looms Ever Larger
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Future leaders— development of	Top Issues to Ensure Successful Growth
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	CPA Firm Strategic Outlook
Hours	Exclusive IOMA Survey: Practice Growth Ups Hours for CPA Firm Owners and Staff
Judging the Potential of a Practice	11 Questions to Ask BEFORE Buying into an Accounting Practice
Independence, maintaining	Remaining an Independent Firm
Leaders, next generation of	Gen X Rules and Codgers Drool!
Major Problems of CPA Firms	Staffing and Standards Dominate CPAs' Concerns
Management practices	Survey on Firm Management Practices
Marketing practices	Top Trends in CPA Firm Niches & More
Mistakes in	Avoid the Most Common Succession Planning Mistakes of CPA Firms
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Planning for	Key Strategies to Build Value & 'Stage' Your CPA Firm for Sale or Merger
	Succession Planning- A Daily Routine
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Plan—How One Firm Plans	How One Firm Plans for Succession
Practical Advice	Practical Strategic Planning Advice
Practice Continuation	Who Would Run Your Firm
Practice Management	Practice Management Survey 2007
Practice Management Survey 2008	Key Benchmarks Show Good Management Practices Do Pay for CPA Firms
Readiness for	Succeeding at Succession
Recruiting and Retention	Recruiting and Retention: 1 in 6 Firms Report 'Crisis'
Reduced Demand for Accounting Services	Get the Best ROI on Your Time Investment
Resources for	Succession Planning Resource Center
Staff shortages	CPA Firms Report More Flex Time, Telecommuting, and Administration Attention to HR & Benefits
	Hourglass Effect
Strategies	Succession Planning: The Available Strategies and How They Work
Sole Practitioners	Succession Planning for the Sole Practitioner
Success	The Key to Successful Succession Planning
	Has Your Firm Got What It Takes for a Successful Succession

Tax and Accounting Practices	Succession Planning for Tax and Accounting Practices
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Top technologies	AICPA Top Ten Technologies for 2008
Trends	Structure, Succession,& Mergers: A Look at CPA Firm Trends
	Current Trends Surrounding M&A of Accounting Firms
Turnover	Heading Off CPA Firm Staff Turnover
Value, and Succession Planning	Intelligent Succession
When to begin	The Next Generation: Where Do You Stand
White paper (AICPA) on	Preparing for Transition
Women and	Women Play A Key Role in Succession