



# SPEAKERS BUREAU

The  
**BIG  
IDEA** ▶

Proven speakers deliver compelling presentations to power the content of your next event.

Noted for their engaging styles and powerful delivery, our team of leading presenters and facilitators can help amp up your event. Capable of covering a variety of topics, we can customize our content to meet your specific needs. Our three speakers bring a combined 60+ years of practical hands-on experience within the professional services space. We can draw on your experience and perspective to make our presentations highly relevant and engaging.

Whether you are looking for a keynote, breakout, or workshop style session, we can deliver. Core topic areas include practice management, practice development, professional development, and personal development.

**Free your audience from stale or tired content. Let our team build your audience up, make them look and think in a way they may never have done before, and leave them invigorated and inspired to make a difference.**



## Jeff Pawlow

As the CEO of The Growth Partnership, Jeff leads a dynamic team of professionals who are dedicated to helping professional service firms achieve sustainable, profitable growth and develop next-generation leaders.

Jeff has been repeatedly named as one of the accounting profession's "Top 100 Most Influential People" by *Accounting Today* and his efforts have been recognized with a total of seven Marketing Achievement Awards by the *Association of Accounting Marketing*.

A recognized face at most accounting conferences and conventions, Jeff is a frequent keynote speaker and workshop presenter. His presentations consistently receive outstanding reviews from audiences and are famous for having substantive tools and resources included as part of his materials.



## Charles Hylan

Charles joined The Growth Partnership as a Shareholder after dedicating 12 years consulting with, and working in, accounting firms ranging from sole-practitioners to National and Big 5 firms.

As a shareholder, Charles' passion is to help each client succeed as a business owner. To this end, he is a trusted advisor to clients within several areas of TGP's service offerings, including marketing, strategic planning, partner compensation, partner buy-in/out, partner succession and leadership development.

As a practice management consultant, Charles draws upon his practical, "can-do" approach to help firms create and execute long-term plans, effective compensation systems and realistic succession strategies. Charles leads the efforts on bringing The Rosenberg Survey, a benchmark report comparing over 100 metrics across nearly 400 firms, to the accounting marketplace.

Charles has been recognized as one of the Top 100 Most Influential People in the accounting profession by *Accounting Today* and has spoken at many accounting firms, associations and other industry meetings and conferences.






## Amanda Garner

Amanda's passion is creating effective marketing and communications programs for the clients she serves. She leads the Outsourced Marketing Division of The Growth Partnership and has worked with TGP since 2002. In addition to professional services marketing, Amanda's background includes years working with various media outlets as a producer and on-air talent. Most notably, her job history includes a one-year production role at NBC's "Meet the Press."

With over a decade of experience in marketing and communications training and implementation, Amanda is devoted to helping accounting firms establish best practice marketing activities. Providing internal training for the clients she serves and as a frequent speaker for industry association conferences, Amanda receives consistent high-marks as a presenter. She offers useful tools in an entertaining and motivating fashion, helping her audiences to tune in and turn on.



THE GROWTH PARTNERSHIP  
PLAN ON SUCCESS

	Jeff 	Charles 	Amanda 
Building a Firm of Trusted Advisors	K ① ●	K ① ●	
Benchmarking and Analytics		K ①	
Overcoming the Skill and Availability Gap to Build Growth	K ①		
5 Marketing Strategies for Under \$5,000	K ① ●	K ① ●	K ① ●
Building a Dominant Niche Practice	K ①	K ①	K ①
Building a Personal Brand	K ①		K ①
The 4 Disciplines of Execution	K	K	K
Overcoming the 5 Dysfunctions of a Team	① ●		① ●
Disciplined Marketing	K ① ●	K ① ●	K ① ●
The Loyalty Effect™	K ①	K ①	K ①
Leading Across Generations™	K ①		K ①
Strategic Planning		K	
Driving Results Through an Effective Partner Compensation System		K	
Unleashing Talent, Achieving Results	K		
Time Management for Today's Public Accountant	K ① ●		K ① ●
Nurture Marketing	K	K	K
Get Your NET-Working			K ①
Writing Advantage™			① ●

**K** Keynote/Breakout Presentation

**①** Half-day workshop

**●** Full-day workshop

## About Us

As members of the senior leadership teams at The Growth Partnership, The Partner Institute and The Rosenberg Survey, Jeff, Charles and Amanda lead a dynamic team of professionals who are dedicated to helping their accounting firm clients achieve sustainable, profitable growth and develop their future leaders.

Founded in 1999, the current client “footprint” of The Growth Partnership and related entities includes 418 accounting firms in the United States - including 48 of the Accounting Today “Top 100 Firms”; 35 associations / state societies; and 11 international firms. On average, we deliver between 15-20 speeches or keynotes each year, and are regularly featured in the accounting media. Our three speakers bring a combined 50+ years of practical, hands-on experience within the accounting profession to your event or meeting, and regularly draw on that experience and perspective to make their presentations highly relevant and applicable to the audience.

Please contact us at 314.209.0922, or via e-mail at [info@thegrowthpartnership.com](mailto:info@thegrowthpartnership.com) to discuss your upcoming conference or event. References are available upon request. For more information, please visit us on the web at [www.thegrowthpartnership.com](http://www.thegrowthpartnership.com).

