RemarkablePractice

Helping Ambitious Accountants **Humanise the Numbers**

Resilience Round-table

Personal Resilience

Business Resilience

Client Resilience

Remarkable Practice community

80% of the wealth...

...owned by 20% of the population

What is the 80/20 rule

How can it apply to my firm?

PROVE IT book - Stacey Barr

Pages 137 and beyond

McKinsey trainees taught

80% of your results comes from 20% of your effort

So find your 20% and pursue it relentlessly

80% of the problem...

...comes from 20% of the causes

80% of your results..

...comes from 20% of your effort

"*If we want a measure or a result to improve, we have to change something*"

Our challenge is to find the 20% "somethings"

The 80/20 rule gives us a fast track to find the things that have the biggest likely impact on the results we want

Where can we apply 80/20?

80% of grief comes from 20% of clients	80% of income comes from 20% of clients	80% of WIP with 20% of clients
80% of leads come from 20% of BD activity	80% of issues come from 20% of team	80% of debtors are 20% of clients
80% of profitability comes from 20% of core services		

What questions could YOU ask that starts to analyse your firm?

FOR EXAMPLE... Who are the 20% of clients that generate 80% of our profitability?

What are the 20% of behaviours that 80% of "D" clients have?

What 20% of processes cause 80% of our profitability challenges?

What 20% of processes cause 80% of our waste/billable hours etc

Who are the 20% that take up 80% of your time?

What 20% of marketing activities generate 80% of leads?

What 20% of clients generate 80% of advisory work?

What 20% of team do 80% of the work?

What 20% of clients represent more of the target clients we want?

What 20% of clients give 80% of referrals?

What 20% of clients give 80% of reviews - trustpilot, google etc

What 20% of our leadership time/activities generates 80% of the value in our firm?

- Spend 80% of your time on the 20% of work that drives growth
- Focus 80% of your communication on the 20% that shapes culture
- Reserve 80% of decision energy for the 20% of choices that really matter
- Give 80% of your leadership attention to the 20% who raise the bar
- Mine/collate 80% of strategic insights from your top 20% of clients
- Extract 80% of your learning from the 20% of failures that taught you the most
- Study the 20% of business principles that never expire
- Direct 80% of recognition toward the 20% of behaviours that define success

Marie - 20% of clients/profit

Marie - time per client

Ian - 20% of clients we want

Ann - 20% of processes/waste

Stuart - 20% behaviours/D clients

Andy - 20% partners/referrals

Voirrey - 20% of waste

Rosslyn - 20% decision energy

David - 20% of leadership time