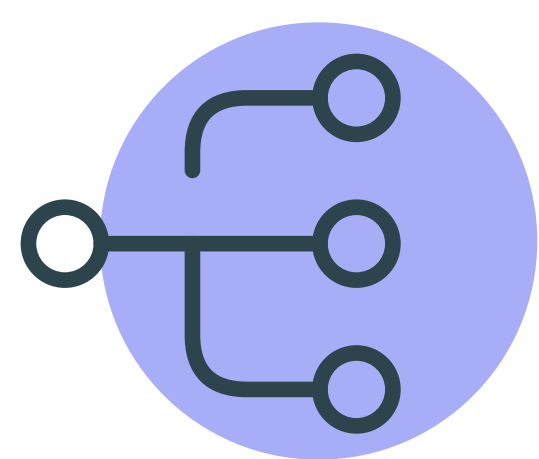
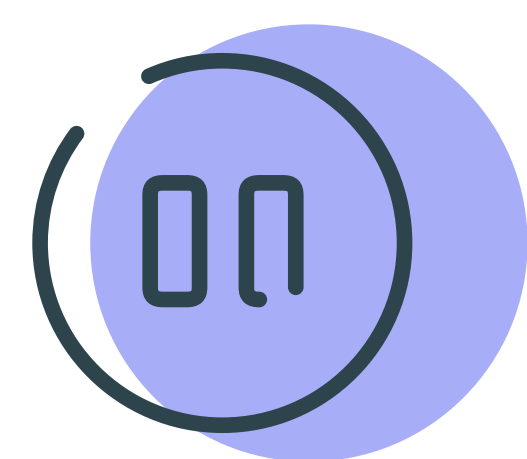


Client Accounting and Advisory Services

# 4 Keys to Capacity



1

## Just say, “No!”

Clearly define your ideal client and ideal service offerings, and then say “No” to anything that falls outside of those defined boundaries.

2

## Increase Prices

Evaluate and align your pricing to the value you are bringing to clients. This is an excellent opportunity to adjust pricing for scope creep.

3

## Upsell

Present additional service opportunities that you now offer to current clients in order to bring them more value and a better client experience.

4

## Divest

By definition, divest means to rid oneself of something that one no longer wants or requires. Grade, block, and monetize current clients that no longer fit your services or values.