

HUZZAH!
You are a
Trusted Advisor.

Is your name
Dawn Brolin?

YES

YES

NO

NO

Sadly, not all of us can have a Bridesmaid doppelganger, but pick up the phone and join a NAN Chapter Group, a Meet Up, or a group that personally connects you with the most Trusted Advisors in the industry.

Do you coach accountants every week on a radio show, eat french fries with blue cheese, and get mistaken for Megan from Bridesmaids?

YES

NO

SOMETIMES

DO YOU RECOMMEND PRODUCTS THAT BEST MATCH YOUR CLIENTS' NEEDS?

Learn. **Share**. The more you do it, the easier life is - for you and your clients.

Doug Sleeter just shed a tear. Start implementing #WHASSSAS takeaways NOW because your Trusted Servant Potential is HIGH.

Change your business title to "Trusted Servant" then go get new business cards printed.

YES

ARE YOU FIXING THE SAME CLIENT PROBLEM EVERY MONTH?

You're Kildal-ing it, Trusted Advisor! You are teaching and coaching your clients instead of babysitting them.

NO

ARE YOU READY TO MOVE INTO THE CLOUD AND CONNECT YOUR CLIENTS TO PRODUCTS THAT MAKE THEIR ACCOUNTING LIFE EASIER?

Brad Smith thanks you. We recommend asking him for an Apps.com frequent shopper card.

YES

NO

A self-check guide with solid #Solutions13 advice and classic TSheets humor to determine if you are a "TRUSTED ADVISOR" or a "TRUSTED SERVANT".

Gaaah! You might not be banished to servanthood yet, but schedule 3 demos and take time understanding solutions that you can proactively recommend to your clients... and STAT!

We're sorry. We hear there's a sale on beans just waiting to be counted.

DO YOU DO MORE THAN CRUNCH NUMBERS EVERYDAY?

NO

YES

Kudos to you and your resume! Did you chat, tweet, and network at the Sleeter conference **but** have been holed up with no social interaction other than asking Siri where to order a working lunch?

YES

You must be lonely. :(We recommend you "hangout" with the accounting industry's Chief Social Media Nerd, Seth David, for some advice.

NO

Your family thanks you, and you've renewed our faith in the ability for Pros and their clients to benefit from advancements in client relationships.

You're the whole Trusted Advisor package. You are a glorious social icon and accounting Trusted Advisor extraordinaire. We're confident David Leary wants to clone you.

IS ANSWERING YOUR PHONE DURING FAMILY GAME NIGHT A COMMON OCCURRENCE?

NO

YES

Ok, how do we say this?...STOP! Call in to Radio Free QB next Wednesday and have a little radio therapy session with the accounting geniuses.

ARE YOU ACCUSTOMED TO TAKING VERBAL ABUSE?

NO

YES

Good to hear you have a backbone and your clients know that you are an advisor, not a parent of a teenager. Is this a big deal?

YES

You bet your WHASSSAS it is! And since you got that answer right, you deserve a Twinkie - we hear Michelle Long has some...

NO

Well, this is awkward. I kinda thought we had something special between us.

YES

Trusted Advisor-dom is within reach! Spend time this quarter becoming proficient in 3+ products that will attract clients who appreciate the value you bring to their business.

Bummer. It doesn't have to be this way. Sit up straight and start researching what tools your clients need and build a client base of only those looking for a Trusted Advisor, not a servant. Are you ready to do this?

NO

The choice is yours. Be sure and include therapy in your annual budget.

T SHEETS
#WHASSSAS Follow it.

What is #WHASSSAS? (other than a word that, let's admit, is pretty fun to say)
#WHASSSAS (What Happens At Sleeter Shouldn't Stay At Sleeter) is a 13-week crusade to encourage accountants to take the profusion of wisdom shared at The Sleeter Group's #Solutions13 conference and put it into action. We hope every #WHASSSAS post reminds and emboldens you to take meaningful action to improve your business and the lives of your clients. Don't be surprised if we bring a smile to your face while we're at it!