



SCOTT CHARLTON

Author | Business Coach | Speaker



I help professionals in practice - accountants, financial advisers, partners, executive managers and business owners - to achieve their potential. This ultimately translates into their business and personal success.

As an accountant I have been in partnership and run my own firm. As a business coach I've assisted over 300 accountants and financial advisers in Australia and New Zealand. I'm also the author of 3 business books and numerous strategy papers dedicated to practical business development for accountants and financial advisers.

In my experience, accountants and financial advisers are seeking:

- (a) more interesting and engaging professional work
- (b) revenue growth and greater business value
- (c) increased profits and/or
- (d) time away from their business

As a former practitioner, I understand and relate to these objectives. Now as a business coach, I help accountants and financial advisers to achieve their desired outcomes.

My Practitioners Coaching Program provides a flexible framework by which a plan is developed and implemented to suit the needs of each individual accountant or financial adviser.

I assist accountants with the incoming FOFA rules. I also help advisers develop referral relationships with accountants.

Books:

Your Professional Headspace: Achieving career success and personal fulfilment as a professional in practice
Partnering with Financial Advisers: A guide to growth for accounting firms
Partnering with Accountants: Your guide to the ultimate referral destination

Strategy Papers:

12 Expectations for your future accounting firm
7 Mistakes accountants make about FOFA Headspace
of mature practitioners
A stranger in the office next door

The contributions I've made to industry media include:

Professional Planner
Adviser Voice
Chartered Accountants: Business in Focus
The Good, The Bad & The Ugly of the Australian Accounting Profession

Contact

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