


Success Story:

NANCY BROWN



Nancy Brown began her business in 1994 in a one-room office in downtown El Dorado, Arkansas. Her superior accounting and tax services grew her client base, but back-end production took up time needed for sales.

She was also facing the challenges of a small practice in a very small town: a limited number of businesses and lack of an experienced workforce with certification and skills...

After attending a presentation by Coach Chuck Bauer at a conference sponsored by the Professional Association of Small Business Accountants (PASBA), she signed up for his Sales MasterMIND Coaching program. Within six months of Chuck's coaching, she solved her challenges.

Additionally, Nancy and her firm were recognized by PASBA as the 2014 Accounting Firm Of The Year! This award is given to the PASBA firm that has consistently demonstrated the beliefs of the association's motto, Teach-Share-Learn. During the awards section of their conference, PASBA stated that her work with Sales/Business Coach Chuck Bauer contributed to her recent success and also greatly benefited other PASBA members.

Here's what happened...

Nancy's Pre-Coaching Challenges...

- Not Enough Time for Sales
- Limited Local Businesses
- Lack of Experienced Workforce
- Poor Work-Life Balance

Major Accomplishments Since Starting Coaching

- **2014 PASBA ACCOUNTING FIRM OF THE YEAR**
- Attained a Mastery of Time Management
- Set Sales Processes and Marketing Tactics
- Implemented Strategic Uses of Technology
- Created a Better Work-Life Balance
- Hired More Efficient and Productive Workers
- Excelled in the 8 Keys to Extraordinary Success

...AND
MUCH,
MUCH
MORE!

Including These Amazing Results...

35%

INCREASE IN
PAYROLL SERVICES

21%

INCREASE IN MONTHLY
BOOKKEEPING SERVICES

“Through implementation of Sales/Business Coach Chuck Bauer’s innovative ideas, I have been able to develop a system which has opened the door to new opportunities for growth. This has allowed me to put multiple tasks on auto-pilot thereby enabling the firm to operate more efficiently by better utilizing our **MOST VALUABLE RESOURCE: TIME**. Most importantly, Chuck cares about my success, and he will care about yours too!”

—Nancy Brown, CPA, P.C.

In addition to these amazing accomplishments, Nancy has completed one year with Coach Chuck, continues in coaching sessions, and has recently celebrated the opening of a new branch office! **Congratulations Nancy!**

More Sales Successes May Be Found At:
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**How Can Coach Chuck
Help Your Business?**

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