

LEAVE YOUR MARK.

THE IMPACTFUL ADVISOR

MAKE AN IMPRESSION.



Don't forget to have fun!

Dear Friends,

Fun. When was the last time you had some? How often do you laugh? Probably not often enough. We get so caught up in the things we must do that we have no time for fun. **We need to make it a priority!** It's how we get more energy for the great work we do.

I had the pleasure last week of being on a [virtual gameshow](#) - can you imagine? Created by [Megan Bendtzen](#), aka "[The Doctor of Fun](#)", the show was designed as a tool for bringing more fun into the world. I can't tell you how energized I felt after hanging out with 8 other contestants competing for ... wait for it ... *Nothing!* During the game, Megan shares information about the science behind different games and how they impact brain chemistry. See the [TED talk](#) below on this very subject.

How can you infuse more fun in your day? I use silly sample businesses to teach accounting concepts. And what do you think all of those basset hounds are for? They might not make YOU laugh, but for me, they make creating a presentation a game. Rather than creating a linear outline when I start to build my presentation, I think of the message I want to convey and then immediately start trying to figure out how to insert a basset hound - I know, it's crazy isn't it? The benefit of my approach for the audience is the shift **they make** when one of my slobbery friends appears on a slide. "Awww" is the usual response. That visual taps into their emotions and gets them out of their head while opening their mind to learning. What might you use to have the same effect in your work? Give it a whirl.

The next time you have to deliver information, think about a way to make it not only fun for you, but fun for the client. Present the cash flow statement - but first give your client a multiple-choice quiz - "Ok, I want you to guess - where did most of your cash get consumed this month??" They can win a Starbucks card (available from [Thnks.com](https://www.thnks.com)) for a correct answer. See what happens.

It's finally spring y'all! **Go outside and play** for 15 minutes. See how you feel after that!

Sending floppy eared, frolicking joy to you,

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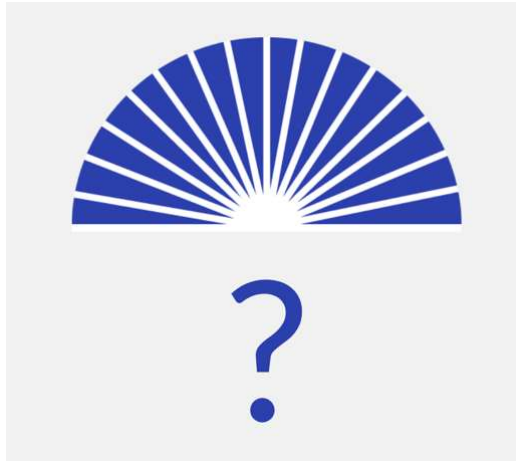
Advisory Group Training begins 5/5

This [exclusive group training](#) is only held twice a year and is *limited to 15 people*. The **555 Cohort** launches **5/5/23**. This is a six-month program meeting [with me](#) online once, every two weeks, covering training materials in Levels 1-3 (class schedule TBD by participants).

Benefits of Live-Group Training:

- You will develop a deeper understanding of the [tools & material](#), using real life application explanations and role play.
- Guidance with goal setting to complete the training & implementation with your clients.
- Support and accountability to stay on track.
- Connect & learn with like-minded professionals supporting each other through mutual growth.

You will also get 12-months of access to the [online training program](#) and licensing to the 100's of tools, videos, and spreadsheets that you can utilize with your clients immediately. [Secure your spot here!](#)



Question of the month:

Ask your client: “Which would you prefer- a 100% accurate financial statement delivered 6 weeks after the end of the month or a 95% accurate one delivered at month end?”

Think about month end adjustments. Do they really impact managerial decision-making? Where do we accountants focus?



Upcoming speaking events:

Check out my latest podcast interviews on:

[Inside-Out Career Design - Episode 21](#)
[The Abundant Accountant - Episode 109](#)

4/26 Online: Tool Time 2.0*

*Available to Level 5 Students & Graduates only, [requires subscription](#).

5/18 - 5/22 Live: Attending [Expensicon](#) in Puglia, Italy (speakers not yet confirmed)

5/21 Live: [AGN - 2023 North America Regional Meeting](#) in Seattle, WA

6/25 - 6/26 Live: [Scaling New Heights](#)

6/27 Live: [BKX BookKeepers Conference](#) in Dallas, TX - YAY, my first time speaking for this conference!

9/21 - 9/23 Live: [Get FREE TICKETS to Botkeepers AI Unchained - Boston, MA](#) using my **Speaker Promo Code: UNCH23SAVEGW** - Come see me!



Shrimp & Grits

If you are looking for a summer treat, it's hard to beat shrimp and grits. Although my home state is known for this delicacy, there are plenty of other of places to find it.

[Check out this list](#) - *just don't ask for polenta!*

Making an Impact

Speaking of fun...[Catherine Price](#) agrees that we need to have more of it. Catherine is the author of the [The Power of Fun: How to Feel Alive Again](#) and [How to Break Up with Your Phone](#). She describes three factors consistently present in making this magical thing called FUN in her [TedTalk on Why Having Fun is the Secret to a Healthier Life](#).



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