FUTURE FORWARD
Webinar Event
Advisory, Analytics, & AI

Qvinci®

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quadient

SEPT. 24 & 25
Earn CPE

Revolutionizing Accounting:

How to Thrive as an Advisor in an AI world

Presented by: Debra Angilletta

Quadient AP by Beanworks Platform Overview

quadient accounts payable by Beanworks

Invoices

Streamline your team's invoice approval management and start processing invoices 9x faster.

Payments

Save time, increase control and eliminate duplicate payments with vendor payments automation.

Purchase Orders

Improve control and insight over your planned spend and simplify your PO process.

Expenses

Replace spreadsheets and inaccurate forecasts with real-time expense management for your AP workflow.

Quadient's Differentiators Today

quadient accounts payable by Beanworks

Auto Capture populates all invoice header details and dollar amounts on the invoice (99% accuracy with human verification)

Smart Code populates line item details based on how invoices were previously coded

User friendly interface with standardized commands and flows across all four modules. Increases adoption and provides control over AP.

Unlimited approval channels to automate routing based on dollar amounts and/or any lists (ie. classes, vendors, etc.)

Line item Capture captures data down to the line item reduce manual intervention.

Support for all four AP workflows; invoices, payments, expenses, and POs.

Fast Implementation. Onboarding takes an average of 6 hours: Integration, Workflow & Training

Multi-entity view on one screen, without having to log in and out.

Register for the App Academy!

SCAN ME

What you are about to learn will revolutionize your accounting business

Would you like to get 2-4 hours back in your day?

If I could give you 2-4 hours back in your day, could you make more $$?

What you can expect to learn:

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- **Solving the Scaling Problem:** best way to grow your business without sacrificing more time (or money!)

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- **Solving the Scaling Problem:** best way to grow your business without sacrificing more time (or money!)

- **Resource available at the end for you to learn more**

Why is this so important?

PRESENTED BY:

DEBRA ANGILLETTA

About This Speaker

WHAT I **DO**: Accountants, Bookkeepers aren't sure how to get out of the day to day transactional work and become that highly regarded valued advisor. Your future clients are searching for you! I show you the exact steps how to transition to advisory so that you can transform your business with ideal clients you love to serve (and get paid for it!)

WHAT MAKES ME UNIQUE: As a Business Advisor, Virtual CFO and former Wall Street Trader, I speak to your future clients EVERYDAY. I know EXACTLY what they want you to do for them, how they want your services delivered, and what they are willing to pay for your advisory services.

WHY IT WORKS: Sales Mastery is the result of more than 28,000 sales calls over three decades - it's my personal (and proven!) blueprint for attracting, engaging. and building to your ideal advisory business.

PRESENTED BY:
DEBRA ANGILLETTA

Help Accountants Transform To Advisory

Insightful Accountant®

Future Forward 2024

Insightful Accountant®

Future Forward 2024

BANK

Insightful Accountant®

Insightful Accountant®

Future Forward 2024

START YOUR OWN
BUSINESS

Small Business Coaching

Small Business Coaching

You can only manage what you can measure

You can only manage what you can measure

(now go get an accountant!!)

I accounting community

Assumed the accountant was filling in _____with finances

Assumed the accountant was filling in **knowledge gap** with finances

Accounting

~~Accounting~~

Advisory Only

Insightful Accountant®

How to Transform To Advisory? When Compliance Sucks Up All of My Time?

Future Forward 2024

Insightful Accountant®

Problem:

How your clients see compliance

Problem:

How your clients see compliance

👉**Requirement**
👉**Transactional**
👉**Reactive**
👉**Commodity**
👉**Line item expense**
👉**$$ per hour**

What your clients want:

👉 Asset
👉 Consultative
👉 Proactive
👉 Authority
👉 Profit center
👉 Retainer

How do we know?

How do we know?

(because I asked them!)

Compliance:

- 👉Requirement
- 👉Transactional
- 👉Reactive
- 👉Commodity
- 👉Expense
- 👉$$ per hour

Advisor:

- 👉Asset
- 👉Consultative
- 👉Proactive
- 👉Authority
- 👉Profit center
- 👉Retainer

Compliance Opportunity:

Compliance Opportunity: AI can do that

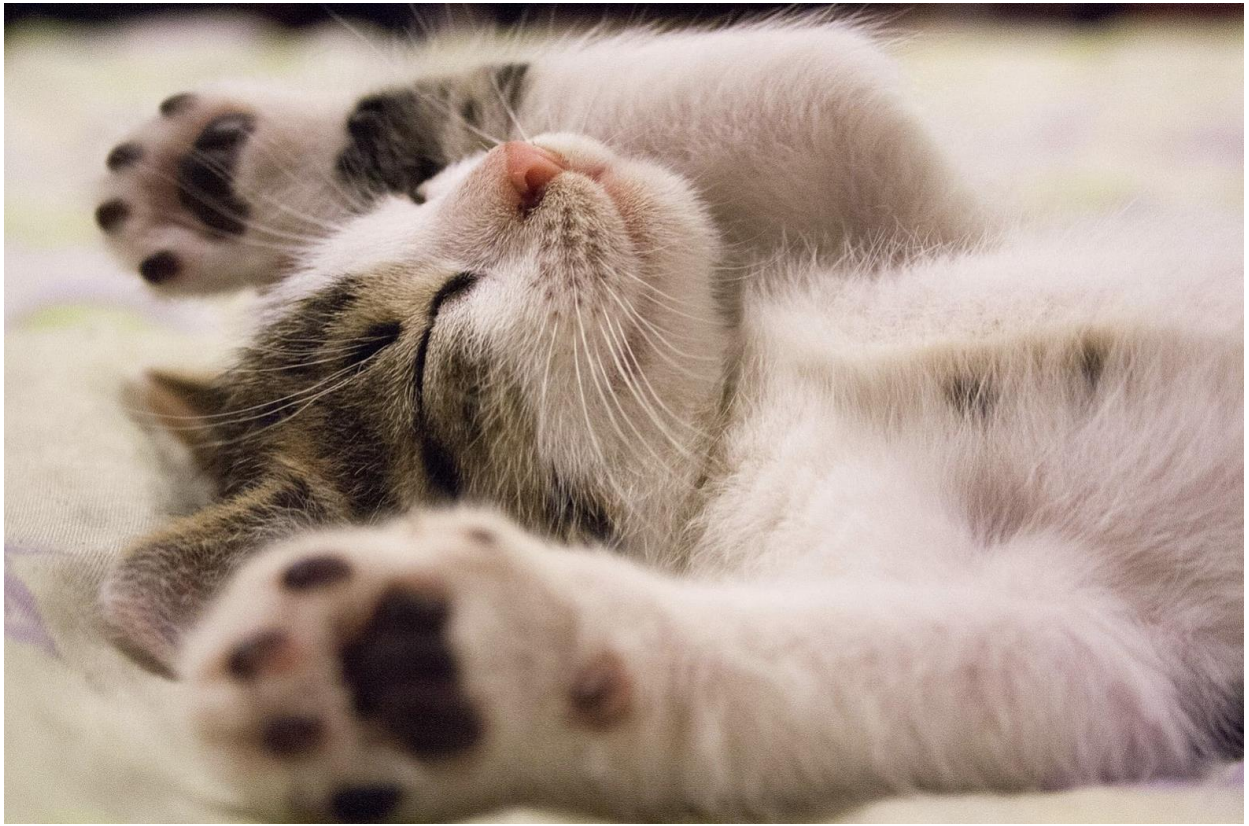
Work with AI vs against it

Invite: Shift Your Mindset

Invite: Shift Your Mindset AI

Future Forward 2024

Insightful Accountant®



Shift Your Mindset About AI:

Shift Your Mindset About AI:

Master →

Shift Your Mindset About AI:

Master → Servant

Don’t believe…that’s ok…

Don’t believe…just be curious

Shift Your Mindset About AI:

Master → Servant

Want to see how you do that?

Top 3 complaints about Accountants

(directly from your clients):

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- **Not proactive enough**

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Top 3 complaints about Accountants

(directly from your clients):

- **Not proactive enough**
- **Slow response time**
- **Clients don't know what the heck you are talking about**

How can we use AI as our servant to solve that?

#1: Not Proactive Enough

Compliance:

Data entry:

Compliance:

Data entry:

How we see it = time suck

Compliance:

Data entry:

How we see it = time suck

How clients see it = low value

Compliance:

Document capture:

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Compliance:

Document capture:

How we see it = time suck

How clients see it = low value

(And annoying, for both sides!)

Compliance:

Takes time away from advisory

Compliance:

Takes time away from advisory (high value)

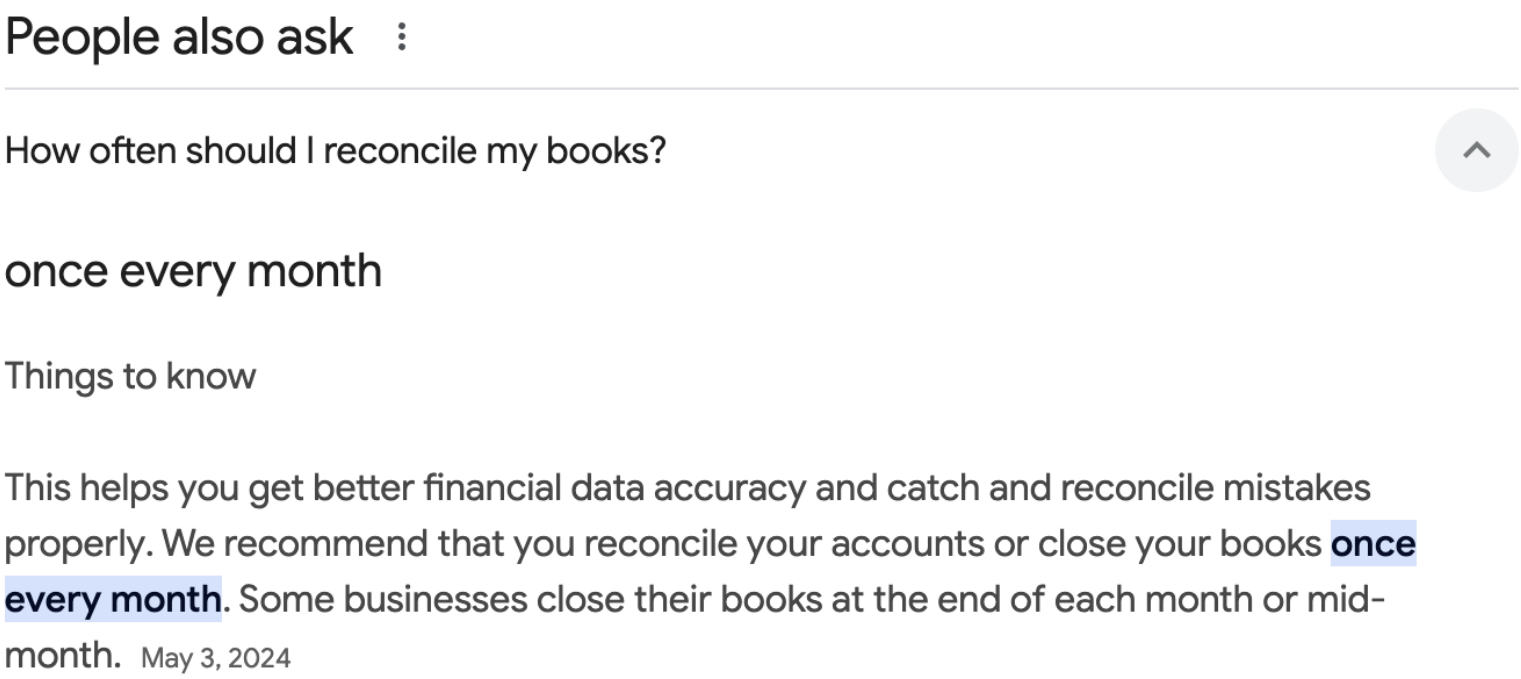
Where can AI add value when it comes to Compliance work?

Reconciliations

Tug of war

Use AI to create the win-win

What does Google AI say?



What does Google AI say?

The time it takes to reconcile books after the end of the month varies, but it's generally recommended to do so as soon as possible:

Group	Time to reconcile books
Top performers	4.8 days or less
Bottom 25% of companies	At least 10 days
Large companies	3 days on average
Smaller companies	14 days on average
Mid-sized companies	Most tasks are done in the first three days
Businesses without automation	7–8 days on average

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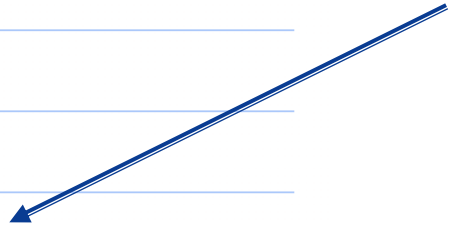

Reality:

- 50% of small businesses have their books reconciled by **15th** of the month

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- 50% of small businesses have their books reconciled by **15th** of the month
- The other 48% is **after the 15th**

Client Story

Reality:

- Businesses focused on success want real time reconciliation

Reality:

- Businesses focused on success want real time reconciliation
- The others are stuck in frustration not knowing this is available to them

Compliance That Excites Clients:

Compliance That Excites Clients: Real Time Reconciliations

Better decision making

Opportunity

Differentiator

Action Steps:

Action Steps:

- Start looking at AI solutions

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- Start looking at AI solutions
- Trial run with your own business

#2: Getting Help

Have you ever tried to hire?

How is that going for you?

Current Employment Stats

Big Shift in 2021

40% of new EEs won’t last one year

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22% quit in 45 days

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22% quit in 45 days

4% show up 1st day, then quit same day

(Joey Coleman – Never Lose An Employee Again)

Leaves 34%

Leaves 34%

Employee retention is 2-5 years

AI can do compliance work

Work IN their business all day

They want to work ON the business

They want to work ON the business

(this is what you do for them!)

Huge Impact With Your Clients

Work with your client’s perception vs trying to change it!

Give them what they want

(a true advisor!)

Action Steps:

- Start the shift from Compliance to Advisory
- Seek AI solutions that can work for you

#3: Clients not reading their reports

2 Reasons Why Clients Don’t Read Your Reports

- **No value**

- **No value**
- **Don’t understand them**

Your clients don’t want to look _____
and tell you they don’t_____

Your clients don’t want to look **stupid** and tell you they don’t_____

Your clients don’t want to look **stupid**
and tell you they don’t **understand**

Communication barrier

Remember….
They didn’t go to school for Accounting

What clients say about their reports:

- ”I’m not a numbers person”
- “This is nice, but what is this telling me?”
- “I don’t know what I don’t know – tell me”
- “Just tell me if I’m doing this right”
- “This is useless unless it’s in real time”

Accounting Jargon

Accounting Jargon

How AI Can Help:

Take a client _____ and answer them in a way your client can _____the answer.

How AI Can Help:

Take a client **question** and answer them in a way your client can _____the answer.

How AI Can Help:

Take a client **question** and answer them in a way your client can **understand** the answer.

Example

When your client feels _____,
they become a _____client.

When your client feels **understood**, they become a _____client.

When your client feels **understood**, they become a **loyal** client.

Success loves speed & simplicity

Action Steps:

- Try your own searches!
- Speak their language – use AI for that

Let’s Review

How to Leverage AI?

How to Leverage AI?

Make it your servant

(not your master!)

How To Become More Valuable?

How To Become More Valuable?

Delegate compliance work to AI

Free up time for Advisory

(clients are BEGGING for this!)

How To Get More Help?

How To Get More Help?

AI doesn’t quit

Ask for more money

Take vacations

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Take vacations

(hire 1 well compensated Client Success Manager)

Clients don’t understand their reports

- Use AI tools to language important information

Clients don’t understand their reports

- Use AI tools to language important information
- Draft communications so clients can understand the data on their level

By embracing AI:

- Optimize efficiency
- Reduce costs
- Free up your TIME
- Offer advisory services
- Position as indispensable in digital age
- Make more money

Make It Work For You

Resource

The 6 Advisory Questions To Ask On Every Call

MasterMySales.com

Insightful Accountant®

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Q&A

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