

Practical Accountant Magazine Honors Wolf & Company LLP for Innovative Client Service Program

For Immediate Release

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Oakbrook, IL - November 2006 - *Practical Accountant Magazine* awarded Oakbrook-based Wolf & Company LLP with a 2006 practice innovation award for its client relationship management program.

In the September, 2006 edition of their magazine, *Practical Accountant* featured their annual Practice Innovation Awards. These awards recognize accounting firms that are taking the lead in developing new or improved services and promoting efficiency in the practice of public accounting. According to Editor-in-Chief Howard W. Wolosky, "although the innovations are varied, all of the thirty-one winners are cutting-edge firms that exhibit incredible resourcefulness, and possess the ability to identify opportunities, and quickly act on them. They look to the future, embrace change, and, although extremely analytical, are quick to take action. Despite a very competitive marketplace, these firms are able to dramatically increase revenue, improve efficiencies in their operations, and attract and retain needed, and in short supply talent."

Wolf & Company's program is designed to deepen client relationships. The program was a result of the firm's "cross-serving" strategy and a commitment to "super serving" clients through a unique and active bond with a relationship partner. The components of the program include required client relationship plans by each partner, required non-billable client visits that are tracked via the firm's time and billing system, and required exit interviews with all lost clients. As a result, Wolf netted over \$250,000 in new fees in its first six months, much of that through multiple jobs as the client relationship deepened and through follow-up work handled by affiliates working in tandem. The number of prospective clients referred by existing clients increased by 24 percent compared with the prior year.

Wolf & Company LLP (www.wolffinancialgroup.com) is one of the Chicago area's largest certified public accounting and consulting firms. A member company of the Wolf Financial Group, we provide closely held businesses and their owners, community banks, healthcare institutions, not-for-profit organizations, governmental entities, and employee benefit plan sponsors with a wide array of auditing, accounting, tax and business consulting services. Wolf & Company is an active member of PKF North American Network and PKF International, associations of legally independent firms that share information and support one another as resources on international and select domestic assignments, providing clients with access to the knowledge and expertise they need to manage their increasingly global operations.

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