



## A Letter of Success From **TOM BOWMAN**

“Chuck, I hope you are well. We just completed a **great** conference in Baltimore. We had 100 PASBA accountants here in my office where we gave four different rotating sessions explaining our procedures. I gave a session at my office on sales and marketing and was on a panel at the conference where I discussed how PASBA had changed my life and practice. I also mentioned you as someone that had a **great influence** on my life, practice, and my sales and marketing processes and results.

As a result of my sessions with you, I am much more comfortable with my sales presentation and I now have a sales and marketing system—one that I can easily transition to other staff members. I mentioned to the membership that it had revolutionized my process.

**My closing rate has increased by 28% since I started working with you—about 22 monthly clients with upfront fees of \$25,000(±) and recurring annual fees of close to \$100,000!**

I consider your influence to be a **large part of that increase and my success**. You have contributed greatly to my **increased personal and business productivity**. My email system is smoother. I have deligated tasks allowing for more personal time and enjoyment. Your nutrition ideas were eye-opening and they spurred me to see a local nutritionist which has completely changed what I eat.

**Just wanted to thank you and let you know that you have made a difference in my life.”**

**—Tom Bowman CPA, PC**

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*Columbia, Maryland*