

INSIDE Public Accounting

INSIDE Public Accounting
2011 TOP 100 FIRMS

The competitive advantage for accounting firm leaders since 1987

August 2011
Volume 25, Number 8

TOP 100 HIGHLIGHTS

Comings And Goings	2
The Highs And Lows	3
The Three-Year Trends	3

TOP 100 U.S. FIRMS

The Complete Listing Of The Nation's Largest Accounting Firms	4
---	---

TOP 100 HIGHLIGHTS - CONT.

The Fastest-Growing	8
Staffing Trends	9
Charge Hour Trends	10
Partner Issues	11
Top 100 By Region	13
The Top 100 Local And Regional Firms	14
Regional Statistics	15
Top 100 Comparison Of Profit Indicators	16
Movers And Shakers	17
Top 100 Changes	17
Top 100 Associations	17

COMING IN SEPTEMBER

INSIDE Public Accounting
2011 TOP 200 FIRMS

INSIDE PUBLIC ACCOUNTING
A publication of
The Platt Group
insidepublicaccounting.com

THE IPA 2011 TOP 100 ACCOUNTING FIRMS

INSIDE Public Accounting (IPA) is pleased to present the 21st annual report on the nation's Top 100 accounting firms. IPA's independent rankings are among the longest-running, most accurate and up-to-date for the nation's largest accounting firms. **[EXCERPTED IN PART]**

"Change is the law of life. And those who look only to the past or present are certain to miss the future." – John F. Kennedy

Top-line growth continues to be a challenge for the Top 100 firms. Although fine-tuning their inner workings contributed to increased stability and a bigger bottom line, half of the Top 100 firms that reported *no* merger/acquisition saw a decline in charge hours, compounding the decreases of 2009. Firms specializing in government contract work were among the few that saw opportunities to add to the charge hour workload.

Firms clearly took more control over bottom-line management, with two-thirds increasing net fees collected per charge hour and 56% increasing margins over last year. Net income for the group was up 3.0%, but net income per equity partner continued a downward slide – a full 17% lower than the peak in 2008.

A gap clearly exists between those who are doing well and those who are struggling to right the ship. Firms in the top quartile of net income per equity partner (NIPP) saw that metric grow by 18% over the previous year, while those in the bottom quartile saw NIPP decline by 3.0%. Leverage in top quartile firms is up slightly – 58% are hiring to take advantage of opportunities and 40% reported reducing the number of equity partners. Leverage in the bottom quartile has decreased 4.0%. Average staff for the top quartile firms was up 1.0%, while the bottom quartile experienced a 1.0% decline.



Forty percent of the Top 100 reduced the number of equity partners during the reporting period, either due to retirement or by firing under-performing partners. Among the 33 non-national firms reporting a reduction in partners (159 partners to be exact), 27% terminated at least one equity partner, and 55% had one or more partners retire during the reporting year.

Net fees for the Top 100 represent more than \$40 billion, with the non-Big 4 representing \$11.7 billion. For the 70 firms that reported net income figures, more than \$1.6 billion in income is shared by more than 2,900 owners and 25,000 staff. With continued focus on the top and bottom lines, many of the Top 100 are poised for success in the coming years. ■IPA

EXCERPTED IN PART FROM THE AUGUST 2011 ISSUE OF INSIDE PUBLIC ACCOUNTING

For the complete list of the IPA Top 100, see pages 3-6. IPA provides both the fiscal month and year-end data for all Top 100 firms and ranks firms by net revenues, unless noted. IPA also notes when a firm provides the same figures for both net and gross revenue.

INSIDE PUBLIC ACCOUNTING - (ISSN 0897-3482) The Competitive Advantage For Accounting Firm Leaders since 1987. INSIDE Public Accounting (IPA) is the profession's authoritative independent newsletter for analyzing news, trends, best-practice strategies and insider information. Copyright ©2011 The Platt Consulting Group, LLC. All Rights Reserved. It is a violation of federal copyright law to reproduce all or any part of this publication or its contents by any means without written consent. INSIDE PUBLIC ACCOUNTING is published monthly by The Platt Group. Principals: Michael Platt and Kelly Platt. Send address changes to The Platt Group, 4000 West 106th St., Suite 125-197, Carmel, IN 46032. Subscription Pricing: \$419; Contact our office regarding firmwide discounts and/or firmwide electronic licenses. Past issue copies: Subscribers \$35; non-subscribers \$75. For reprints of articles and content contact our office.

Phone: (317) 733-1920

Fax: (317) 663-1030

Web: www.insidepublicaccounting.com

INSIDE PUBLIC ACCOUNTING

THE 2011 TOP 100 FIRMS

RANKED BY U.S. NET REVENUE

RANK		FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
'11	'10						
1	1	Deloitte LLP & Subsidiaries [†] / New York	Barry Salzberg	100	5/10	\$10,938,000,000	2.0
2	3	PwC LLP ^{†1} / New York	Robert Moritz	73	6/10	\$8,034,000,000	-2.3
3	2	Ernst & Young LLP [†] / New York	James S. Turley	77	6/10	\$7,100,000,000	-6.5
4	4	KPMG LLP [†] / New York	John B. Veihmeyer	87	9/10	\$4,889,000,000	-3.7
5	5	RSM McGladrey Inc. and McGladrey & Pullen LLP ^{2♦} / Minneapolis	C. E. Andrews Joe Adams	85	4/11	\$1,370,424,000	-0.6
6	6	Grant Thornton LLP [♦] / Chicago	Stephen Chipman	50	12/10	\$1,085,696,000	-5.4
7	7	CBIZ & Mayer Hoffman McCann PC ^{3♦} / Cleveland / Leawood, Kan.	Dave Sibits Bill Hancock	150 / 37	12/10	\$590,600,000	-2.0
8	8	BDO USA LLP [♦] / Chicago	Jack Weisbaum	40	6/11	\$572,000,000	-2.2
9	9	Crowe Horwath LLP / Oak Brook, Ill.	Charles M. Allen	26	3/11	\$498,379,000	3.6
10	10	BKD LLP / Springfield, Mo.	Neal D. Spencer	29	5/11	\$390,684,000	0.8
11	11	Moss Adams LLP / Seattle	Rick Anderson	18	12/10	\$316,000,000	-2.6
12	12	Plante & Moran PLLC / Southfield, Mich.	Gordon E. Krater	18	6/11	\$304,000,000	2.7
13	20/33	Dixon Hughes Goodman LLP ⁴ / High Point, N.C.	Ken Hughes	31	5/11	\$284,480,000	0.0
14	13	Clifton Gunderson LLP / Milwaukee	Krista M. McMasters	43	5/11	\$254,652,060	-2.7
15	24/27	EisnerAmper LLP ^{5♦} / New York	Charles Weinstein Howard Cohen	8	1/11	\$254,629,000	1.5
16	15	Marcum LLP [®] / New York	Jeffrey M. Weiner	20	12/10	\$250,800,353	7.3
17	14	Baker Tilly Virchow Krause LLP / Chicago	Timothy Christen	11	5/11	\$242,000,000	1.3
18	16	J.H. Cohn LLP / Roseland, N.J.	Thomas J. Marino	10	1/11	\$235,568,000	1.0
19	18	LarsonAllen LLP [♦] / Minneapolis	Gordon A. Viere	19	10/10	\$227,002,000	1.0
20	19	Reznick Group PC / Bethesda, Md.	Kenneth E. Baggett	10	5/11	\$202,500,000	3.6
21	17	UHY Advisors Inc. ⁶ / Chicago	Anthony Frabotta Rick Stein	15	12/10	\$200,200,000	-12.0
22	21	ParenteBeard LLC / Philadelphia	Robert J. Ciaruffoli	24	12/10	\$163,756,942	-4.5
23	22	Rothstein Kass / Roseland, N.J.	Steven Kass Howard Altman	8	12/10	\$163,203,000	-3.7
24	23	Eide Bailly LLP / Fargo, N.D.	Jerry A. Topp	19	4/11	\$151,397,012	0.9
25	25	WeiserMazars LLP / New York	Douglas A. Phillips	6	12/10	\$140,000,000	6.1

Editor's Note: Most, but not all firms provide Net Revenue for the Top 100 rankings. If firms provide Gross Revenue only, it is noted. For ranking purposes, net revenue includes revenue from mergers. Percentage change excludes merger revenue. [†]Gross revenue reported. ¹Changed named from PricewaterhouseCoopers LLP. ²RSM McGladrey Inc. and McGladrey & Pullen have an alternative practice structure. ³CBIZ and Mayer Hoffman McCann PC have an alternative practice structure. ⁴Name reflects merger of Dixon Hughes (No. 20/'10) and Goodman & Co. (No. 33/'10). ⁵Name reflects merger of Eisner LLP (No. 24/'10) and Amper, Politziner & Mattia (No. 27/'10). [♦]Firm reported only net revenue, data not verified against gross revenue. [®]Firm provided the same gross revenue and net revenue data. ⁶UHY Advisors and UHY LLP are affiliated through an alternative practice structure.

Source: INSIDE Public Accounting / www.insidepublicaccounting.com

INSIDE PUBLIC ACCOUNTING

THE 2011 TOP 100 FIRMS

RANKED BY U.S. NET REVENUE

RANK		FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
'11	'10						
26	26	Wipfli LLP / Milwaukee	Rick Dreher	20	5/11	\$136,500,000	5.3
27	28	Cherry, Bekaert & Holland LLP [♦] / Richmond, Va.	Howard Kies	15	4/11	\$127,474,433	WND
28	31	Citrin Cooperman ⁷ / New York	Joel A. Cooperman	5	12/10	\$102,000,000	2.2
29	32	Berdon LLP [®] / New York	Stanley H. Freundlich	3	12/10	\$93,000,000	5.7
30	29	Anchin, Block & Anchin LLP / New York	Frank A. Schettino	1	9/10	\$89,000,000	-7.3
31	34	Marks Paneth & Shron LLP / New York	Arthur E. Cannata Mark Levenfus	4	12/10	\$86,358,000	1.3
32	35	Carr, Riggs & Ingram LLC / Enterprise, Ala.	William H. Carr	15	9/10	\$85,850,577	-1.0
33	37	WithumSmith+Brown PC / Princeton, N.J.	William R. Hagaman Jr.	14	6/11	\$76,300,000	4.5
34	36	Rehmann / Saginaw, Mich.	Steven D. Kelly	16	12/10	\$74,989,270	0.0
35	39	Armanino McKenna LLP / San Ramon, Calif.	Andy Armanino	5	12/10	\$71,446,693	9.0
36	38	Kearney & Company / Alexandria, Va.	Ed Kearney	2	12/10	\$70,118,399	9.6
37	42	Morrison, Brown, Argiz & Farra LLP / Miami	Antonio L. Argiz	7	12/10	\$68,100,000	4.0
38	40	Weaver / Fort Worth, Texas	Tommy D. Lawler	6	5/11	\$66,414,681	-0.4
39	41	Burr Pilger Mayer Inc. / San Francisco	Stephen D. Mayer	6	12/10	\$65,960,297	1.0
40	44	Novogradac & Company LLP / San Francisco	Michael J. Novogradac	12	12/10	\$65,409,310	10.0
41	45	SS&G Financial Services Inc. / Cleveland	Gary Shamis	8	12/10	\$64,805,096	3.8
42	47	Friedman LLP [♦] / New York	Bruce A. Madnick	4	12/10	\$64,200,000	3.0
43	48	Holthouse Carlin & Van Trigt LLP / Los Angeles	Philip J. Holthouse	6	12/10	\$63,715,670	9.9
44	58	O'Connor Davies Munns & Dobbins LLP / Harrison, N.Y.	Kevin J. Keane	6	12/10	\$63,500,000	7.5
45	43	Schenck SC / Appleton, Wis.	William D. Goodman	8	9/10	\$62,523,680	-1.8
46	53	RubinBrown LLP [♦] / St. Louis	James Castellano John Herber Jr.	3	5/11	\$61,715,000	6.7
47	46	Habif, Arogeti & Wynne LLP / Atlanta	Joseph D. Simms	2	12/10	\$58,984,000	0.0
48	52	Elliott Davis LLC / Greenville, S.C.	Richard E. Davis	10	6/11	\$57,557,980	5.3
49	50	Lattimore Black Morgan & Cain PC / Brentwood, Tenn.	David Morgan	3	5/11	\$55,583,146	0.1
50	55	Sikich LLP / Aurora, Ill.	James A. Sikich	9	12/10	\$55,201,278	-2.4

Editor's Note: [♦]Firm reported only net revenue, data not verified against gross. ^{WND} Cherry, Bekaert & Holland did not disclose organic growth, which would exclude merger activity for the firm's reporting period; net revenue growth includes revenue from mergers, but the percentage change excludes merger revenue. ⁷Changed named from Citrin Cooperman & Company LLP. [®]Firm provided the same gross revenue and net revenue data.

Source: INSIDE Public Accounting
www.insidepublicaccounting.com

INSIDE PUBLIC ACCOUNTING THE 2011 TOP 100 FIRMS

RANKED BY U.S. NET REVENUE

RANK		FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
'11	'10						
51	51	Ehrhardt Keefe Steiner & Hottman PC / Denver	Bob Hottman	3	9/10	\$54,596,351	-1.4
52	67	Kaufman Rossin Group / Miami	James R. Kaufman	7	5/11	\$51,200,000	15.1
53	56	Blackman Kallick LLP / Chicago	Steven Schneider	1	12/10	\$50,471,336	0.2
54	72	Blue & Co. LLC / Carmel, Ind.	Douglas M. Hasler	8	12/10	\$50,467,447	3.6
55	68	Argy, Wiltse & Robinson PC / McLean, Va.	Paul J. Argy	3	12/10	\$50,003,865	13.9
56	66	Rosen Seymour Shapss Martin & Co. LLP [®] / New York	Martin Greenberg	4	12/10	\$49,600,000	5.0
57	57	Schneider Downs & Co. Inc. / Pittsburgh	Raymond W. Buehler Jr.	2	6/11	\$48,500,000	-3.3
58	60	Frank, Rimerman + Co. LLP / Palo Alto, Calif.	Bryan C. Polster	5	5/11	\$47,500,000	1.1
59	54	Aronson LLC [®] / Rockville, Md.	Jeffery P. Capron	1	12/10	\$47,350,000	-4.0
60	61	SC&H Group LLC / Sparks, Md.	Ronald M. Causey	3	12/10	\$46,295,688	-1.2
61	70	Watkins Meegan LLC / Bethesda, Md.	Michael R. Micholas	4	12/10	\$46,200,000	7.4
62	63	Hein & Associates LLP / Denver	Brian Mandell-Rice	4	12/10	\$45,915,330	1.0
63	49	Horne LLP / Ridgeland, Miss.	Hugh J. Parker	11	12/10	\$45,804,043	-18.7
64	64	SVA Certified Public Accountants SC / Madison, Wis.	Jack Cotton	5	5/11	\$45,799,647	1.3
65	62	Katz, Sapper & Miller / Indianapolis	David Resnick	1	12/10	\$45,355,000	-3.0
66	69	Clark, Schaefer, Hackett & Co. / Cincinnati	Carl R. Coburn	5	6/11	\$44,943,536	3.0
67	65	Blum, Shapiro & Company PC / West Hartford, Conn.	Carl R. Johnson	2	12/10	\$44,111,633	-1.9
68	73	The Bonadio Group / Pittsford, N.Y.	Thomas Bonadio	6	4/11	\$41,965,109	1.4
69	NR	The Siegfried Group LLP / Wilmington, Del.	Robert L. Siegfried Jr.	16	12/10	\$41,092,005	5.6
70	80	Warren, Averett, Kimbrough & Marino LLC / Birmingham, Ala.	James A. Warren	4	6/11	\$40,433,235	11.0
71	76	Margolin, Winer & Evens LLP [®] / Garden City, N.Y.	Teddy Selinger	2	12/10	\$39,000,000	-2.5
72	77	Postlethwaite & Netterville APAC / Baton Rouge, La.	William E. Balhoff	10	4/11	\$38,537,708	1.0
73	78	Doeren Mayhew / Troy, Mich.	Mark A. Crawford	2	9/10	\$37,700,000	4.4
74	79	SingerLewak / Los Angeles	David Krajjanowski	5	12/10	\$37,120,389	2.1
75	84	Freed Maxick & Battaglia CPAs PC / Buffalo, N.Y.	Ronald J. Soluri Sr.	3	4/11	\$35,751,173	4.8

Editor's Note: [®]Firm provided the same gross revenue and net revenue data. [®]Changed name from Aronson & Company. [®]Changed FYE to 12/10, reported data from 05/10 through 12/10. NR = Not ranked in 2010.

Source: **INSIDE Public Accounting**
www.insidepublicaccounting.com

INSIDE PUBLIC ACCOUNTING

THE 2011 TOP 100 FIRMS

RANKED BY U.S. NET REVENUE

RANK		FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
'11	'10						
76	97	BerryDunn ¹⁰ / Portland, Maine	John M. Chandler	4	6/11	\$34,947,795	14.0
77	87	Frazier & Deeter LLC / Atlanta	W. Seth McDaniel	3	12/10	\$34,889,000	5.0
78	81	Holtz Rubenstein Reminick LLP / Melville, N.Y.	Francis J. Candia	2	9/10	\$34,463,635	-4.1
79	83	Squar, Milner, Peterson, Miranda & Williamson LLP / Newport Beach, Calif.	Stephen P. Milner	5	12/10	\$34,378,007	-1.0
80	82	Lurie Besikof Lapidus & Company LLP ⁹ / Minneapolis	Beth Kieffer Leonard	1	4/11	\$34,200,000	-4.0
81	91	Alpern Rosenthal / Pittsburgh	Alexander Paul	3	12/10	\$34,065,276	8.8
82	71	Hill, Barth & King LLC / Boardman, Ohio	Chris Allegretti	12	8/10	\$33,500,000	-4.9
83	74	Joseph Decosimo and Company / Chattanooga, Tenn.	Nick Decosimo	8	12/10	\$33,500,000	-18.2*
84	90	Cohen & Company / Cleveland	Randy Myeroff	8	1/11	\$33,441,926	5.0
85	85	Raffa, PC / Washington, D.C.	Thomas J. Raffa	3	12/10	\$33,387,057	-1.0
86	86	Mohler, Nixon & Williams / Campbell, Calif.	Steve Vidlock	3	4/11	\$32,838,202	-2.3
87	105	Honkamp Krueger & Co. PC / Dubuque, Iowa	Gregory C. Burbach	5	12/10	\$32,139,270	13.9
88	98	Whitley Penn LLP / Fort Worth, Texas	Larry G. Autrey	2	12/10	\$32,067,688	5.3
89	92	Seiler LLP / Redwood City, Calif.	James DeMartini III	2	12/10	\$31,900,000	0.3
90	94	AKT LLP CPAs and Business Consultants ¹¹ / Salem, Ore.	Stephen M. Tatone	5	12/10	\$31,838,600	2.8
91	88	Mauldin & Jenkins LLC / Atlanta	Donald L. Luker	4	5/11	\$31,816,479	-2.0
92	89	Vavrinek, Trine, Day and Co. LLP / Rancho Cucamonga, Calif.	Ronald S. White	6	12/10	\$31,807,942	-1.0
93	93	Kemper CPA Group LLP / Greenfield, Ind.	Ronald J. Dezelan	22	4/11	\$31,429,876	-0.5
94	96	Kennedy and Coe LLC / Salina, Kan.	Kurt Siemers	8	3/11	\$30,463,288	-0.9
95	108	MGO ¹² / Sacramento, Calif.	Kevin O'Connell	7	12/10	\$29,916,685	-8.5
96	99	Berkowitz Dick Pollack & Brant LLP / Miami	Richard A. Berkowitz	3	12/10	\$29,511,545	-2.6
97	95	Rea & Associates Inc. / New Philadelphia, Ohio	Lee Beall	11	10/10	\$29,060,000	-7.2
98	100	CCR LLP / Westborough, Mass.	David A. Platt	5	12/10	\$28,922,856	-2.5
99	106	Wiss & Company LLP / Livingston, N.J.	Jeffrey Campo	4	3/11	\$28,205,000	-2.5
100	102	Yeo & Yeo PC / Saginaw, Mich.	John M. Kunitzer	8	12/10	\$28,114,662	0.5

Editor's Note: ¹⁰Changed named from Berry, Dunn, McNeil & Parker. ⁹Firm provided the same gross revenue and net revenue data. * Firm readjusted net revenue figures from 2010. ¹¹Changed named from AKT Services LLP. ¹²Changed named from Macias Gini O'Connell LLP.

Source: INSIDE Public Accounting
www.insidepublicaccounting.com



The PRIME Symposium

professionals reaping intelligence *from* management excellence

www.insidepublicaccounting.com/prime

Nov. 15-16, 2011

Join your hosts, The Platt Group, publishers of INSIDE Public Accounting (IPA), for an in-depth, hands-on symposium. *The PRIME Symposium* is a two-day event for MPs and leaders across the industry. Built around the IPA Best of the Best firms, *The PRIME Symposium* is a must-attend event.

WHO SHOULD ATTEND: MPs, CEOs, COOs, office MPs, new MPs and Firm Administrators

WHERE: The Conrad Indianapolis Hotel, Indianapolis, Indiana

TOPICS: *Best practices in...*compensation, accountability, client retention *and* development, growth strategies, succession issues and hands-on advice from IPA's Best of the Best firms. Expect to learn from IPA's Best of the Best at roundtable discussions and keynote presentations. Hear the results from the just-completed 2011 IPA National Benchmarking Report.

WHAT TO EXPECT: A unique blend of best practice leadership topics, with 50- to 60-minute roundtable discussions, based on firm size, following key sessions. A hands-on, engaging symposium with your most admired peers and leaders, Best of the Best MPs and IPA most recommended consultants. Interact with leaders from around the country, harness their energy and best practices, and prepare yourself to lead change at your firm.

FEES: First attendee: \$1,295. Additional attendees from the same firm: \$995.

Register For *The PRIME Symposium*

Register online in mid-August. If you wish to register now, please download a registration form and fax to us at: (317) 663-1030. Registration is limited. Download the registration form at www.insidepublicaccounting.com/prime or contact our office to find out more at (317) 733-1920. ■ IPA

INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987



**YOUR COMPETITION MAY HAVE AN ADVANTAGE OVER YOU.
DON'T BE LEFT IN THE DARK!**

Information is everywhere. But “insider information” and unique insight and analysis by a team with decades of experience working with CPA firms is what makes INSIDE Public Accounting stand above the rest. The competitive advantage for accounting firm leaders since 1987.

IPA is the profession’s most authoritative independent newsletter for reporting and analyzing news, trends, and best-practice strategies. Independent, in-depth information.

PLEASE ENTER MY SUBSCRIPTION TO IPA (code NL)

Option 1 (1 year: \$409,* 12 print issues)

Option 2 (1 year: \$498,* 12 print and 12 PDF issues)

***Special pricing and PDF offer valid through September 16, 2011.**

Check enclosed Charge my (circle one): Visa / MasterCard **Sorry, we do NOT accept AMEX.**

Name _____ Title _____

Firm _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____

Card # _____ Exp. Date _____

CVV _____ Full name on the card _____

Credit Card Billing Address _____

City _____ State _____ Zip _____

Please make checks payable to: The Platt Consulting Group

MAIL: The Platt Consulting Group - 4000 West 106th St., Suite 125-197, Carmel, IN 46032-7730

PHONE: (317) 733-1920 **FAX:** (317) 663-1030 **E-MAIL:** info@plattgroupllc.com

WEB: www.insidepublicaccounting.com

Independent. Accurate.

The Gold Standard.

2011 INSIDE Public Accounting National Benchmarking Report

The INSIDE Public Accounting National Benchmarking Report is an unparalleled tool to benchmark your firm's fiscal and management performance against hundreds of accounting firms nationwide.

The report covers:

Revenues/Fees	Revenues by Practice Area	Personnel Costs
Net Income per Partner	Staff Salaries	Partner Charge Hours
Partner Compensation	MP Compensation	Revenue per Charge Hour
Administrative Salaries	Partner Workloads	Realization
IT Staff Salaries	Professional Staff Chg. Hrs.	Niche Areas
Partner Retirement Issues	Marketing Costs	Growth Trends
Training Requirements	Marketing Staff Salaries	Retirement Plans

The IPA Best of the Best Comparisons and More!

PRE-PUBLICATION ORDER FORM

Pre-publication offer valid for IPA subscribers and **FULL** survey participants only and is valid through Sept.15, 2011.

Post Sept. 15, 2011: \$409 IPA subscribers and full survey participants; \$449 non-subscribers.

IPA Subscribers and Survey Participants	Non-IPA Subscribers and Non-Survey Participants
No. of copies _____ PDF Copy - \$379/copy	No. of copies _____ PDF Copy - \$449/copy
No. of copies _____ Print Copy - \$379/copy*	No. of copies _____ Print Copy - \$449/copy*
No. of copies _____ Print & PDF Copy - \$479/set*	No. of copies _____ Print & PDF Copy - \$549/set*

Name _____

Firm _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____ E-Mail Address _____

(Required for PDF Version)

Check enclosed Charge my (circle one): **Visa / MasterCard** *Sorry, we do NOT accept AMEX.*

Card # _____ Exp. Date _____

CVV _____ Full name on the card _____

Credit Card Billing Address _____

City _____ State _____ Zip _____

To place your order, please fax to (317) 663-1030 or send your payment along with this completed coupon to:

The Platt Consulting Group

4000 West 106th Street, Suite 125-197 Carmel, IN 46032-7730

Please make checks payable to: The Platt Consulting Group

Phone: (317) 733-1920 Fax: (317) 663-1030 Web: insidepublicaccounting.com