



# Cross Selling Strategies to Drive Growth & Satisfaction

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# Agenda Topics

- Who is Grant Thornton LLP
- Friday Morning Calls- simple, practical, accountability
- Whitespace Reports- how do we cross sell our colleagues down the hall
- CRM Data- how to take advantage of technology
- Value Reports- growth and client satisfaction, a great differentiator

# Organizational overview

An award winning organization, year after year.  
 Select awards for Grant Thornton International Ltd  
 and Grant Thornton LLP:



**Grant Thornton  
member firms  
worldwide**

**U.S. member firm**

Revenue (USD)	\$4.79 billion	\$1.74 billion
Personnel with Partners & SSC*	47,003	8,548
Partners	3,235	593
Offices	701 offices	59
Statistics as of:	Sept. 30, 2016	Jul. 31, 2017

\*Total personnel includes professionals in Grant Thornton's Shared Services Center (SSC) which is based out of Bangalore, India. The SSC is a joint venture with the Grant Thornton U.S. member firm, therefore these professionals are included in U.S. employee data.

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# Grant Thornton LLP

Over 5% revenue growth in the U.S. last fiscal year

33%

of the companies on the  
2016 Fortune 1000 list

38%

of the companies on the  
2016 Fortune 500 list

47%

of the companies on the  
2016 Fortune 100 list

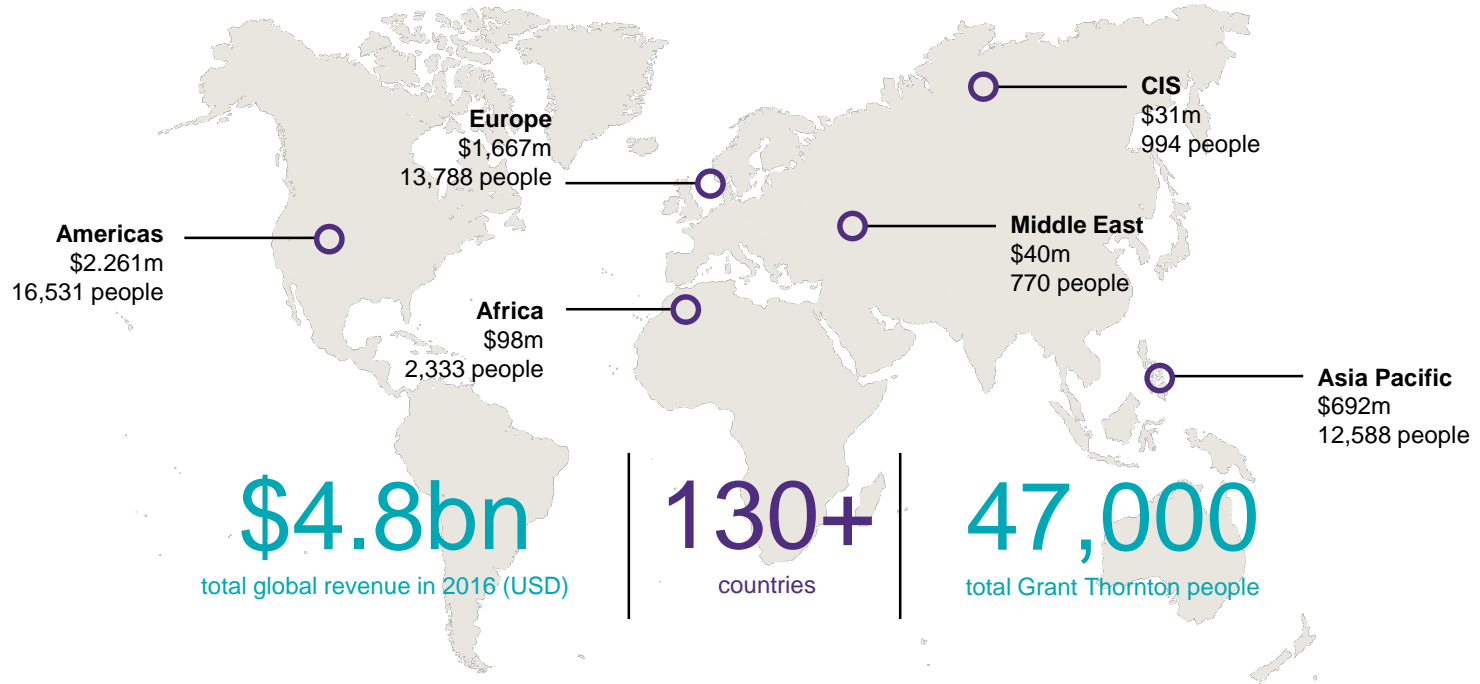
23%

of the companies on the  
Russell 2000 list

## Examples of strategic acquisitions and hiring in the last 5 years

- Audit, tax and consulting in growth regions/territories/offices
- IT consulting and software solutions
- Forensics and investigations
- Compensation and benefits
- Oracle consulting and implementation

# Grant Thornton worldwide



# Thanks!



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