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Angie Grissom

President, The Rainmaker Companies

www.therainmakercompanies.com

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where you can achieve great things and impact business owners and professionals all over the world with your work. Work to build your personal and professional brand and never stop learning and improving. Work to apply your natural gifts and you can make a huge difference. Consider where your passions lie and look for ways to work in areas where you are passionate. Make as many connections as you can so you have many options when deciding where to begin and continue your career. The industry needs you so go out and make it happen.

What would you suggest to accounting firms that are interested in retaining and advancing more qualified female staff?

Pay close attention to the needs of the individuals. Work-life balance, providing challenging and interesting assignments and working to develop and support all individuals is extremely important. Build individual relationships with your team. Create a collaborative environment where goals are shared and problem-solving is handled as a team. This will allow you to overcome challenges and barriers together. Be clear with your female (and male) staff about your intentions for supporting them.

Why did you choose to work in – and stay in – the accounting field?

I am extremely passionate about the accounting industry and the people in it. I love working with accountants. They are smart, dedicated and help companies and individuals accomplish their financial goals in a big way. My clients are the most intelligent, dedicated individuals I know. I like to encourage them to focus on empowering team members in their organization as well as empowering their clients. Accountants are business advisors to their clients and this is an important and impactful position to be in.

What are you currently reading?

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change the way firms are doing their work and communicating with clients. Consolidation will continue to occur which will create more of a competitive environment.

How do you see yourself participating in shaping the future of the accounting profession?

I want to continue to contribute my ideas and experiences by speaking, writing, training and consulting to leaders in the industry as well as up and coming leaders through work with my clients, associations and firms around the world. I want to help create a forum for thought leadership and collaboration through my work at The Rainmaker Companies. I want to challenge the conventional thoughts and processes on the way we conduct business in the accounting industry and empower company leadership to try new things, think differently, break the mold and be accountable to one another.

Describe one person who has been an important mentor to you and how that person helped shape the direction or focus of your professional life.

My mother has been an important mentor to me. She not only encouraged me to go for my dreams but she kept me grounded in terms of right and wrong. She taught me the importance of being a good person, helping others and never giving up. She was my biggest advocate and my biggest cheerleader. She encouraged me through her words and actions to lift others up and encourage them. She taught me nothing was impossible if I put my mind to it. She was my greatest mentor and my greatest influencer.

Please share a personal rule or principle that you follow.

Every day when I wake up, I think of the day as a clean sheet of paper or a fresh start. I think about my intention for the day- How will I connect with others today? How

will I contribute today? I also think of what I want to accomplish today. This way, I

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Accounting

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