ACCOUNTANCY PRACTICE LAUNCH PROGRAMME · BILL THE WORK AND GET PAID (THE LAUNCH MILESTONE)

Launch milestone: first client, closed out

The finish line of your first 90 days. Every line ticked means the practice has delivered, filed and been paid for real work.

01 The first job is really done when

This is the milestone the whole programme drives at. Tick every line.

- [ ] The work is filed and HMRC has accepted it.
- [ ] The HMRC submission receipt is saved to the client's portal.
- [ ] The client knows what they owe or are due, and when.
- [ ] The invoice is raised, or the Direct Debit is collecting.
- [ ] The payment has landed and is reconciled in your own books.

02 Turn client one into client two

- [ ] You have asked for a review at this high point.
- [ ] You have asked for a referral.
- [ ] You have done a fifteen-minute retro and noted what to templatise for client number two.

PREFER THIS DONE FOR YOU?

Ready to hand the build over and focus on clients?

It's one of the things we build — hand it over and skip the DIY. · digitalroyalty.co.uk

Talk to us