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## ConvergenceCoaching® Declares October 21st "National Fire Some Clients Day™"

For Immediate Release:

Bellevue, NE, September 22, 2022:

**ConvergenceCoaching®**, a remote, blended and flexible leadership consulting firm working exclusively with accounting and consulting firms and associations, **has declared October 21st "National Fire Some Clients Day™."**

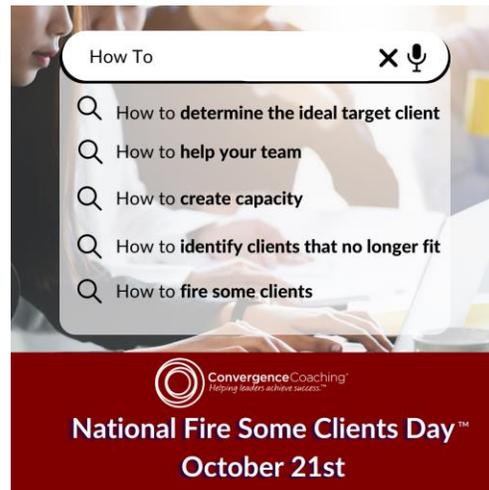
**"Across the profession, firms are facing tremendous opportunity yet have limited capacity to capitalize on it,"** stated **Jennifer Wilson**.

"Capacity-building strategies are available but take precious time and resources to plan and implement. **Yet there is one strategy that every firm can implement immediately to significantly improve capacity before their next busy season: reducing their client load.** At ConvergenceCoaching, we believe that firms must stop talking about the capacity problem and start solving it," continued Wilson.

**"Every firm we know is in dire need of right sizing their commitments to match staffing,"** shared **Tamera Loerzel**. **"The fastest way to make space for team members is to reduce our 'yesses' and make the difficult decision to let go of certain clients.** We do not recommend this lightly because we know how important client relationships are. But most firms are facing a no-win situation and they risk turning over more team members and destabilizing client service if they don't take bold action to show a commitment to quality of work and life for their talent," continued Loerzel.

**Because many firms aren't sure of where to start, ConvergenceCoaching recommends the following steps to help leaders develop a client-culling strategy:**

- **Identify clients now that no longer fit**
- **Advise them of your new vision and focus on October 21, 2022**
- **Provide them with options for other providers** (where it makes sense)
- **Overcome common objections**



To learn more about National Fire Some Clients Day, or for resources on how you can start implementing strategies at your firm today, [visit our blog](#) or [contact us](#).

**About ConvergenceCoaching, LLC**

ConvergenceCoaching, LLC is a leadership and management consulting firm whose mission is to help leaders achieve success. Since its inception, ConvergenceCoaching has operated as a 100% flexible, remote, and blended organization. The organization advocates for business model reform in firms, helping Next Generation leaders develop firms that bring them joy and make sense.

For more information about ConvergenceCoaching, visit [www.convergencecoaching.com](http://www.convergencecoaching.com).

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