

Growth hubs for accountants

A repeatable way for a firm to grow advisory: identify clients with headroom, put a defined NED seat around them, keep the compliance relationship.

Briefing

The original Growth Hubs note was an offer to professional contacts: use a defined process to find NED opportunities inside the existing client base, so the firm builds a pipeline of larger businesses and more advisory work. That offer still stands. The method is clearer now.

Look at owner-managed clients turning over roughly £1m–£3m where growth is plausible and the owner is still the operating system. Do not invent a project. Put a Chair or NED on a 24-day cadence with a 90-day first cycle. Jayesh will not bid for the firm's tax, audit or deal fee.

What the firm should expect

First refusal on the board seat that the system creates. Senior support inside the firm so introductions are not a lone partner's hobby. A client who can take virtual FD work, management accounts, commercial finance and, later, corporate finance — because the underlying business is actually growing.

Organisational structure and marketing strategy are the lenses. That is why the assessment does not look like another generalist NED CV.