



Jeffrey S. Pawlow **CEO, Managing Shareholder**

As the Chief Executive Officer and Managing Shareholder of The Growth Partnership, Inc., Jeff leads a dynamic team of consultants who are dedicated to helping their accounting firm clients achieve sustainable, profitable growth.

In 2008, the client “footprint” of The Growth Partnership and related entities The Partner Institute and Management Summit included 377 accounting firms in the United States - including 44 of the *Accounting Today* “Top 100 Firms”; 32 associations / state societies; and 10 international firms.

Prior to his career in the accounting industry, Jeff served as a Marketing Officer for Norwest Bancorp, one of the largest bank-holding corporations in the United States. He entered the accounting industry in 1995 as the Director of Marketing for Smith & Gesteland, LLP, a large local accounting firm in Madison, WI, and subsequently held the same position with RubinBrown, a “Top-100” firm headquartered in St. Louis, MO.

While working with these two firms, Jeff’s efforts were recognized with a total of seven Marketing Achievement Awards by the Association of Accounting Marketing, including two successive “Best of Show” awards for overall marketing excellence.

Jeff entered the accounting consulting industry in 1998 as the Executive Vice President and Director of Consulting Services for Waugh & Co. where he practiced for 14 months prior to forming The Growth Partnership in December of 1999.

In addition to serving clients and helping build TGP into the industry's only full-service consulting firm, Jeff is also a frequent speaker at accounting conferences and contributes regularly to the accounting media. Recent presentations include the: Management Summit and Winning Is Everything conferences, AICPA Practitioners Symposium, Association of Accounting Marketing Annual Conference; Association of Accounting Administration Annual Conference; PDI Advanced Marketing Symposium; and Upstream Academy Headwaters Conference. He has also appeared at many state society and industry association conferences and meetings.

Jeff was recently named as one of the profession’s “Top 100 Most Influential People” by *Accounting Today* and as a “Rising Star” by the *Southern Illinois Business Journal*. He has also been repeatedly recognized as by *Inside Public Accounting* as one of the profession’s “Most Recommended Consultants”.

Jeff has been published or featured in the *Journal of Accountancy*, *Accounting Today*, *Partner-To-Partner Report*, *CPA Marketing Report*, *CPA Managing Partner Report*, *AccountingWEB*, *Accountants World*, *The Practical Accountant* and *MarketTrends*. He has served as the Editor-In-Chief of CCH’s *Journal of Tax Practice Management* and is on the Editorial Advisory Board of the CCH *Journal of Practice Management*.

A 1991 graduate of Creighton University, Jeff currently resides in Swansea, IL. with his wife Cindy and their four children. He coaches youth baseball, manages youth hockey, and is actively involved at St. Teresa Catholic Church.

Abbreviated Version

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