



Jeff Phillips

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About Jeff

Since earning his economics degree from Baylor University and his MBA from Southern Methodist University, Jeff Phillips has established himself as a leader in the accounting industry. He has been included on Accounting Today's Top 100 Most Influential People list five times and serves on multiple professional and community boards. Jeff currently lives in his hometown of Pensacola with his family.

Previous Speaking Engagements:

- Xerocon
- CCH User Connections
- Virginia State Society of CPAs Annual Meeting Keynote
- Enterprise Worldwide / Rainmaker SuperConference
- CPAsNet, BKR, DFK Annual Meetings
- ACCA U.S. Annual General Meeting
- University & State Society Presentations
- Founder, Meet the Firms Week
- Deeper Weekend

[View Jeff's Speaking Playlist](#)

SPEAKER TOPICS

Hiring and Managing a High-Performing Accounting Team Struggling to attract, retain, and manage top talent? Jeff shares proven strategies for building a strong hybrid team, including effective hiring, smooth onboarding, and fostering a culture that keeps talent engaged. Learn how to structure compensation, create flexibility, and implement management best practices that drive retention and performance in an evolving workplace.

Scaling Your Firm Without Burnout Growing a thriving firm shouldn't mean 80-hour work weeks. Learn how to scale profitably while maintaining balance with smart hiring, systematized operations, and effective marketing. Jeff helps develop a growth plan that aligns with owner goals—so their firm supports their lifestyle, not the other way around.

More Than a Title: Running Your Firm Like a CEO Stuck in the day-to-day grind of client work? It's time to step into the CEO role. Successful firm owners know how to delegate, lead, and focus on high-level strategy to drive real growth. Jeff focuses on how to shift mindsets, put the right systems in place, and build a team that allows owners to work on the business instead of in it.

"Jeff is the accounting industry's leader on the topic of remote hiring and is a fabulous presenter, full of useful insights."

Sandra Wiley, President of Boomer Consulting