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Ian is a business development consultant and author of the book “Replacing the Rainmaker.” He provides coaching and consulting services to accounting firms, helping them implement practices to ensure their long-term prosperity. His book is a practical guide to business development success for accountants, supplemented by online workshops and resources. You can learn more about his business at [www.replacingtherainmaker.com.](http://www.replacingtherainmaker.com/) Outside of work, Ian’s passions include exercise, golf and travel. A native of England, he now lives in lives in Novato, California, with his wife and daughter. You can learn more about Ian at [www.replacingtherainmaker.com/about.](http://www.replacingtherainmaker.com/about)