



FOR IMMEDIATE RELEASE

The Rainmaker Companies Names Adelaide Ness Vice President and Executive Director Enterprise Worldwide

NASHVILLE, Tenn. (March 27, 2013) – The Rainmaker Companies is proud to announce the promotion of Adelaide Ness to Vice President of The Rainmaker Alliances and Executive Director of Enterprise Worldwide, an international association of independent accounting firms. She will be responsible for executing the strategies and activities for Enterprise Worldwide members around the world. Enterprise Worldwide is currently positioned as the 16th largest accounting association in the world, and Ness will be focused on leading the group to a top ten spot.

Enterprise Worldwide has been one of the fastest growing associations in the world over the last five years in large part due to the growth of its international membership, which Ness has grown from zero to 40 member firms outside the United States. Enterprise Worldwide has 74 member firms in 32 countries. Enterprise Worldwide targets like-sized, like-minded firms ranging from \$2 to \$22 million in revenue.

“Adelaide Ness is one of the most talented people I’ve ever worked with. She is creative and yet she can handle the details of an international meeting or referral. Adelaide is resourceful with her time and dollars, yet she has the good judgment to make wise investments. She helped us build our international segment with excellent firms in over 35 countries. I am so proud to call her a partner,” said Troy Waugh, CEO of The Rainmaker Companies. Adelaide’s consultative support and expertise help member firms grow faster and become more profitable than their competitors. She coordinates member-to-member referrals, ensuring that EW members have a quality resource for their clients whether in another state or across the globe. Adelaide is continuously looking to grow the association’s membership, seeking out like-minded CA/CPA firms in every corner of the world.

“I have worked closely with Adelaide over these last eight years and have grown to admire her talent and confidence. Her language skills and her business acumen make her an incredible resource to our members and to me,” said Patrick Pruetz, President of The Rainmaker Alliances.

The Rainmaker Companies is a leading provider of alliance, consulting and training services exclusively to the Accounting Profession. In everything we do, we seek to carry out our mission of transformation and to make a strong impact within the firms and on the people with whom we partner. Our mission is to transform the lives of accountants.

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