

## Joey Laballerte

I decided to become an accountant not because I like numbers, but actually because I like solving problems. I like taking clients' problems and solving them based on their wants and needs.

I get excited about the work that I do because I want to help clients achieve Measurable Results. And what I mean by that is not just providing them with an audited or reviewed financial statement, but by providing them with the resources, the knowledge, and the skill base that they need in order to achieve their business needs.

A recent example of a Measurable Result that I was able to help a client achieve was to get into subscription-based revenue. They had never done this before. It was a new revenue stream for them, and it helped them understand the revenue recognition standard regarding subscription-based revenue. I helped them develop ad-hoc reporting inside of their ERP system and to help them with their monthly journal entries.