

Part 3 (of 3)
**Capacity Exchange: Where Client
Revenue & Team Capacity Meet**



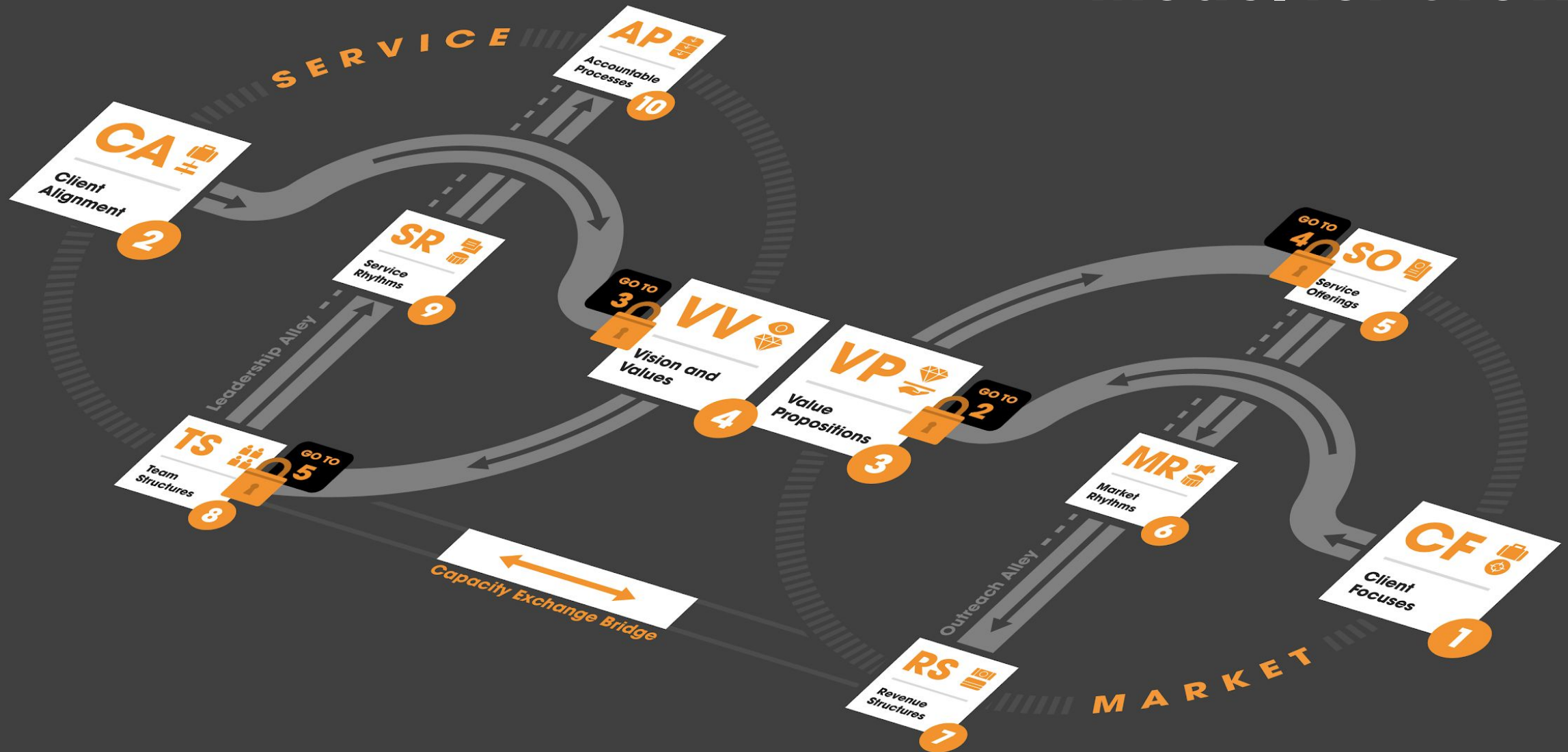
with Jason M Blumer, CPA
CEO, Thriveal CPA Network
CEO, Blumer CPAs

Our Karbon Capacity Webinar Series:

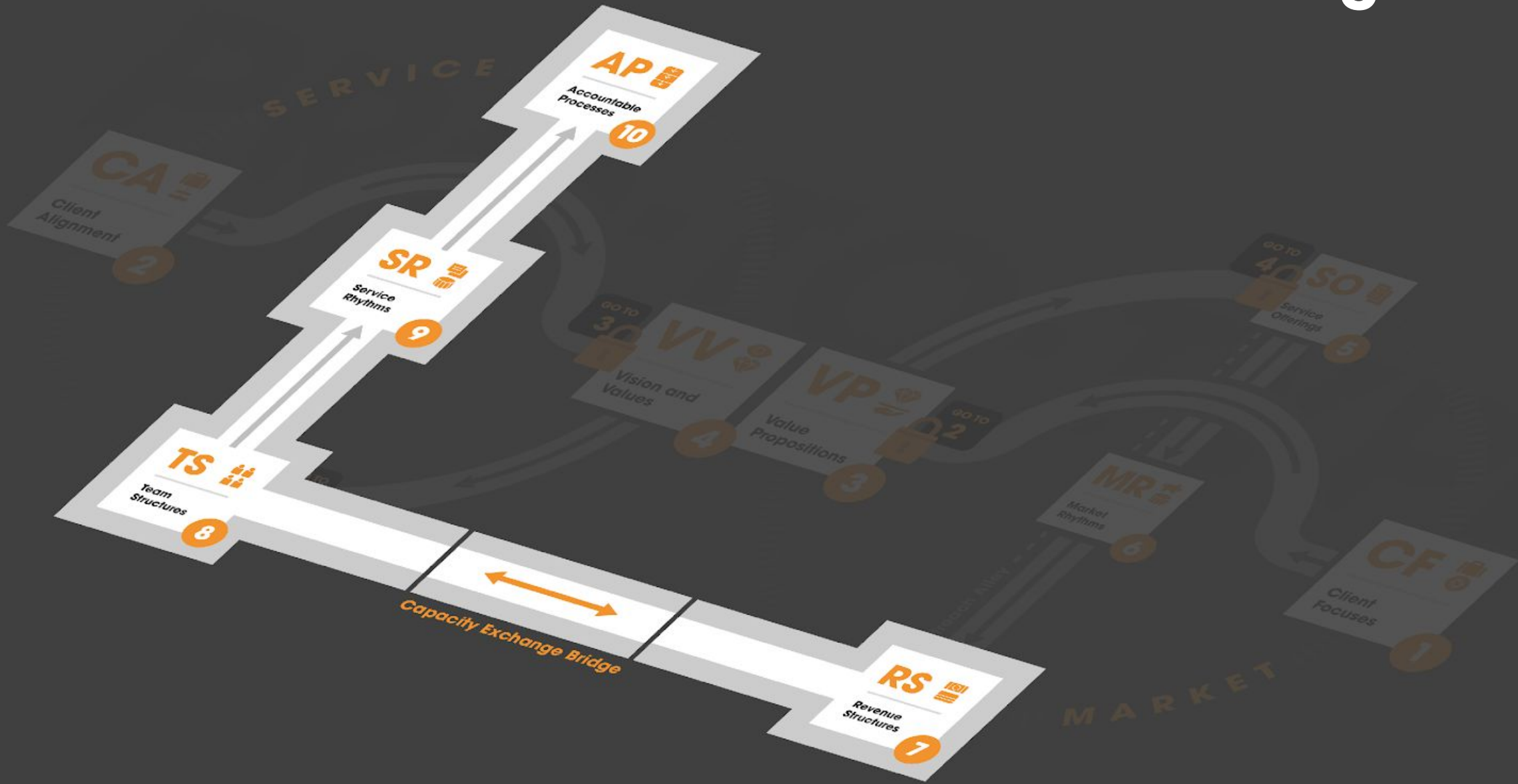
- 1. August:** Understanding the Realities of Human Capacity
- 2. September:** Competitive Capacity Management
- 3. Today:** Capacity Exchange: Where Client Revenue & Team Capacity Meet

karbonhq.com/resources/the-realities-of-human-capacity/

Thriveal's Prototype Components Model for Growth

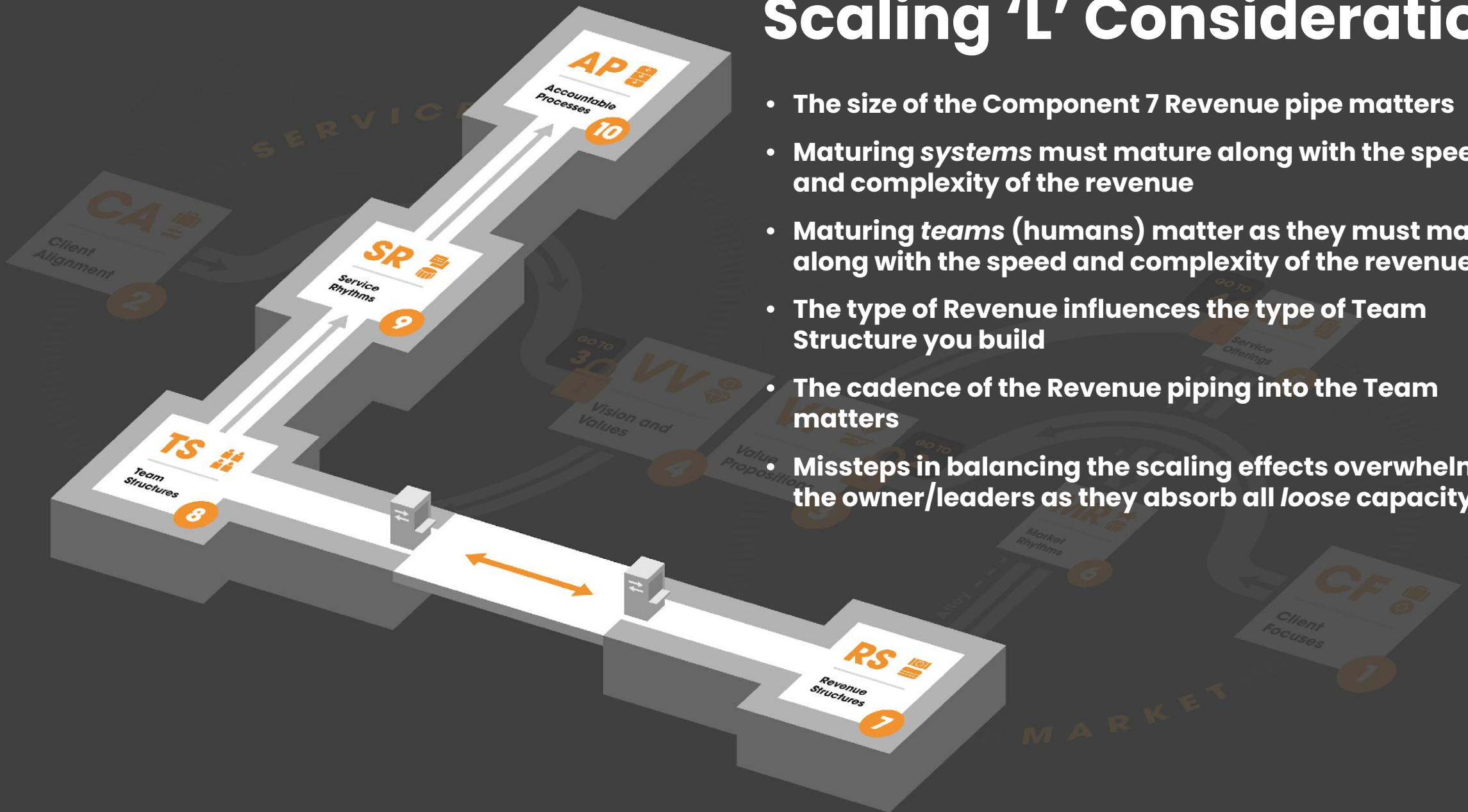


The Scaling 'L'

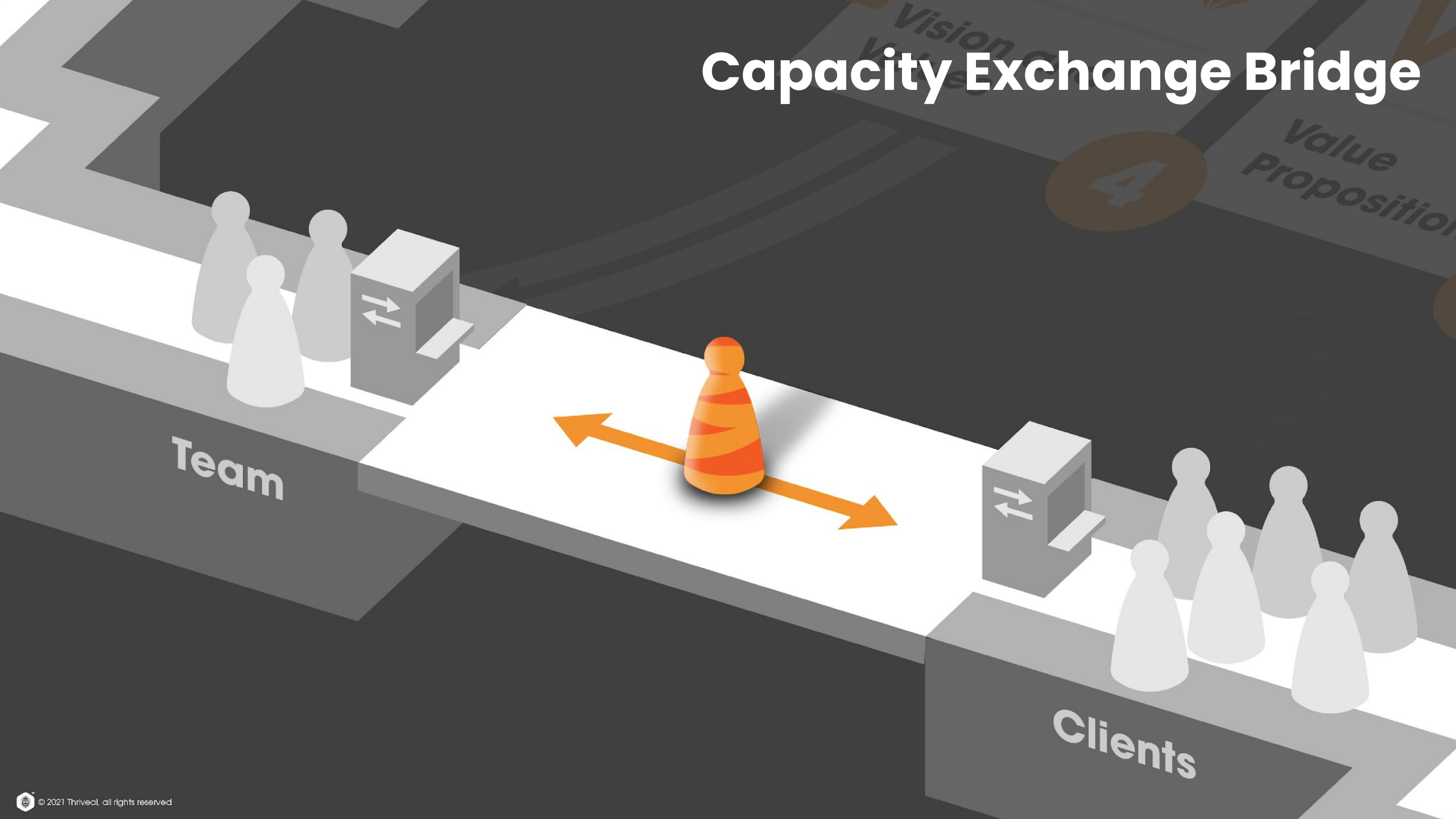


Scaling 'L' Considerations

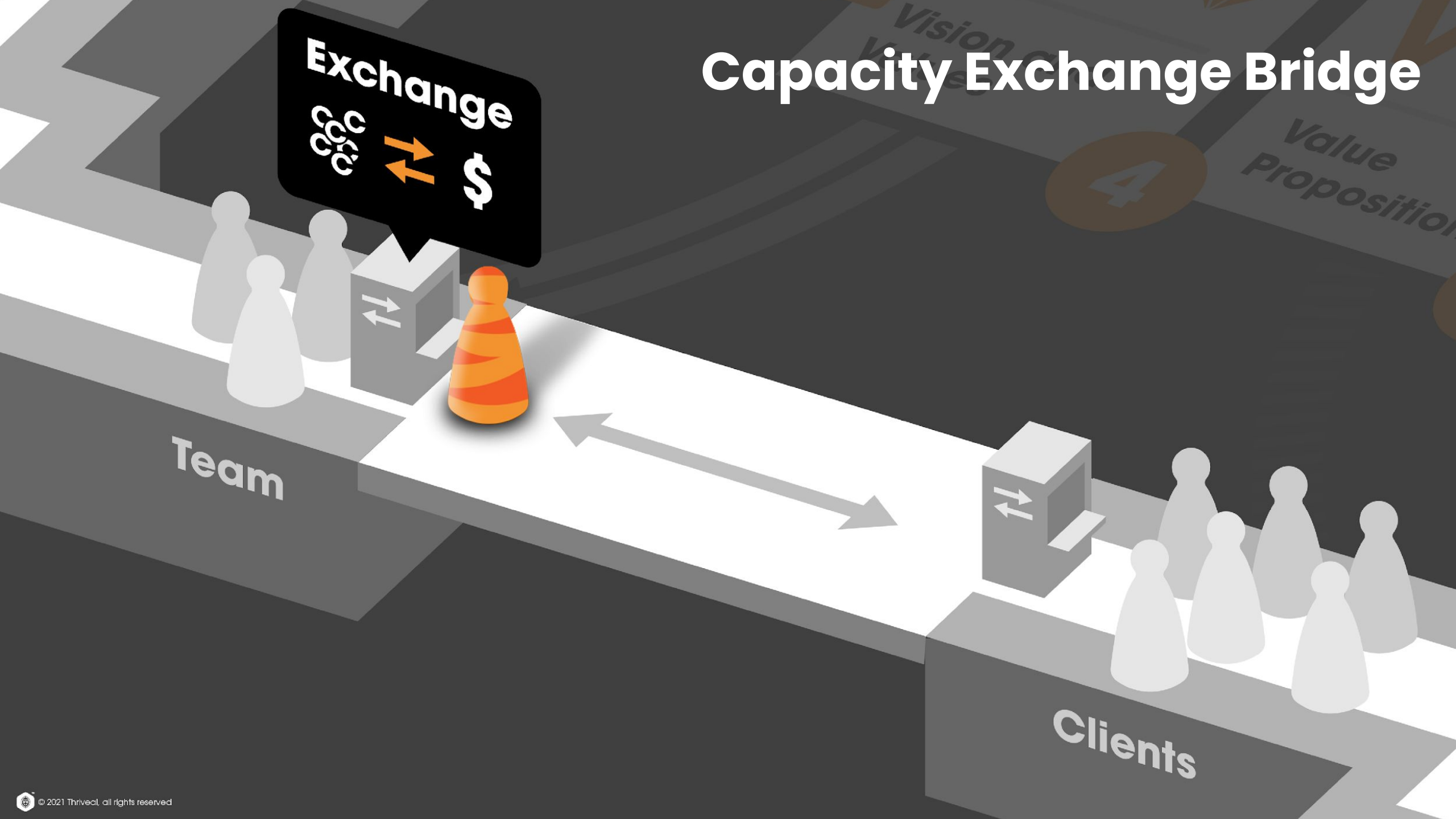
- The size of the Component 7 Revenue pipe matters
- Maturing systems must mature along with the speed and complexity of the revenue
- Maturing teams (humans) matter as they must mature along with the speed and complexity of the revenue
- The type of Revenue influences the type of Team Structure you build
- The cadence of the Revenue piping into the Team matters
- Missteps in balancing the scaling effects overwhelms the owner/leaders as they absorb all loose capacity



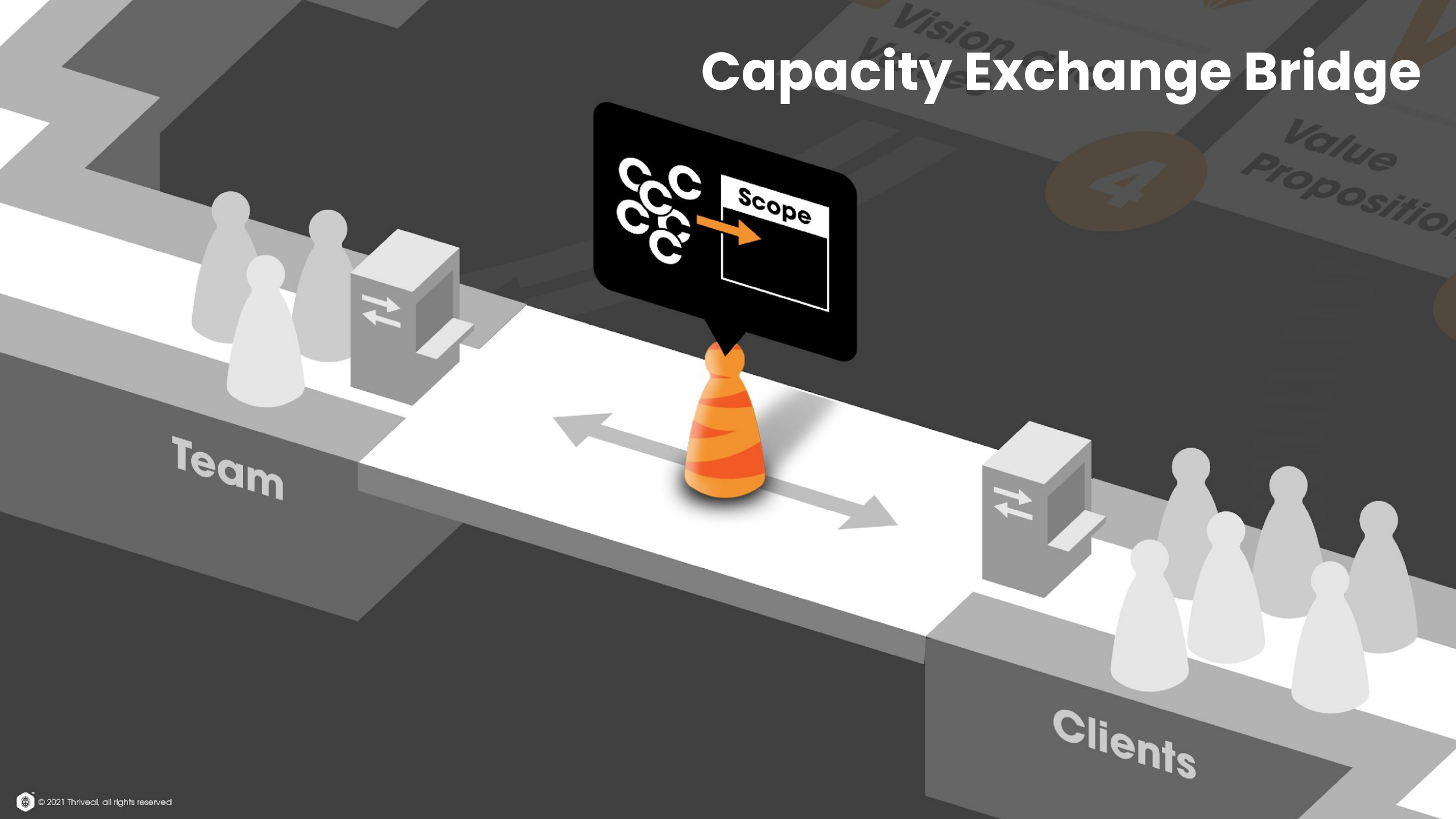
Capacity Exchange Bridge



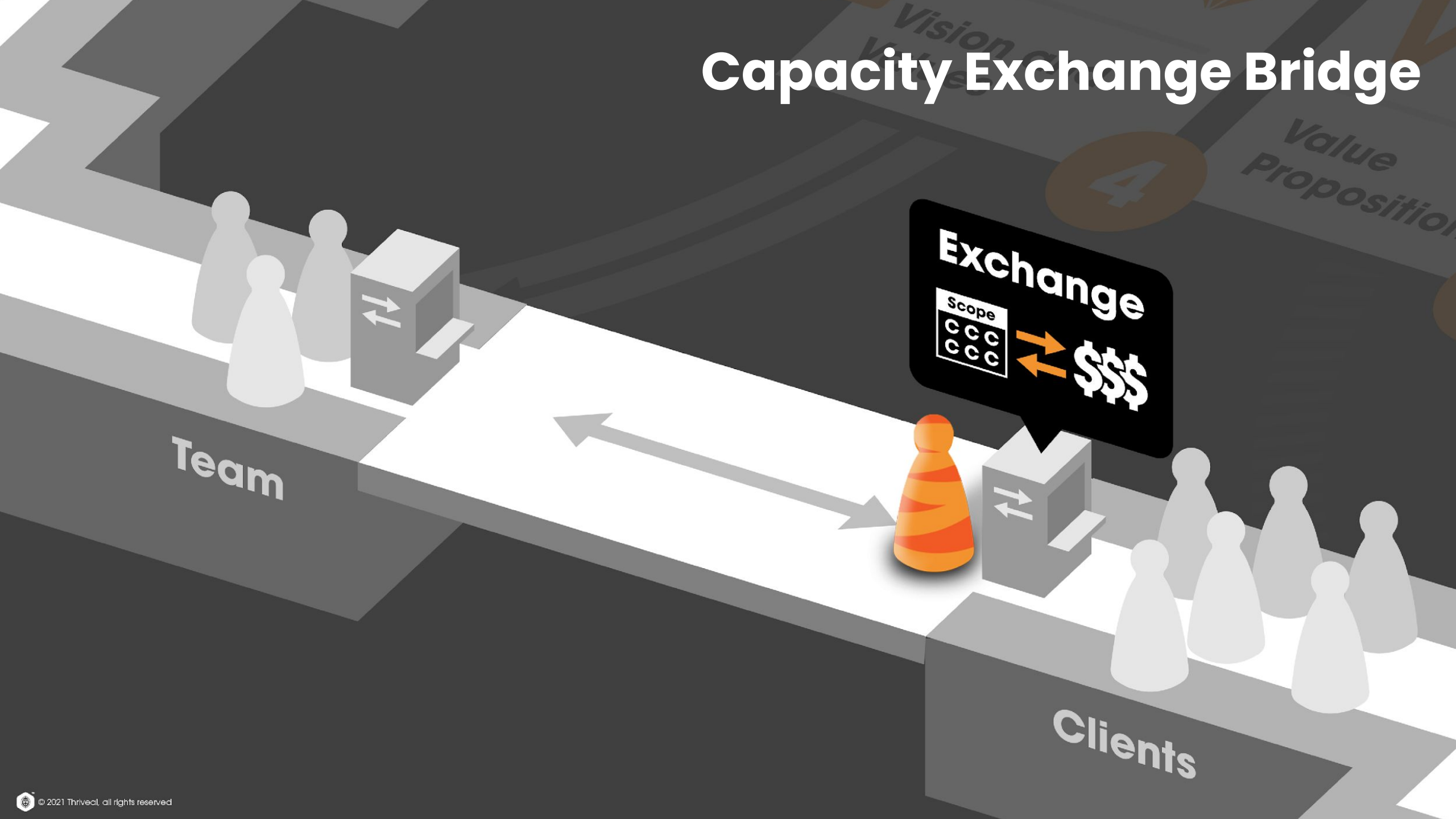
Capacity Exchange Bridge



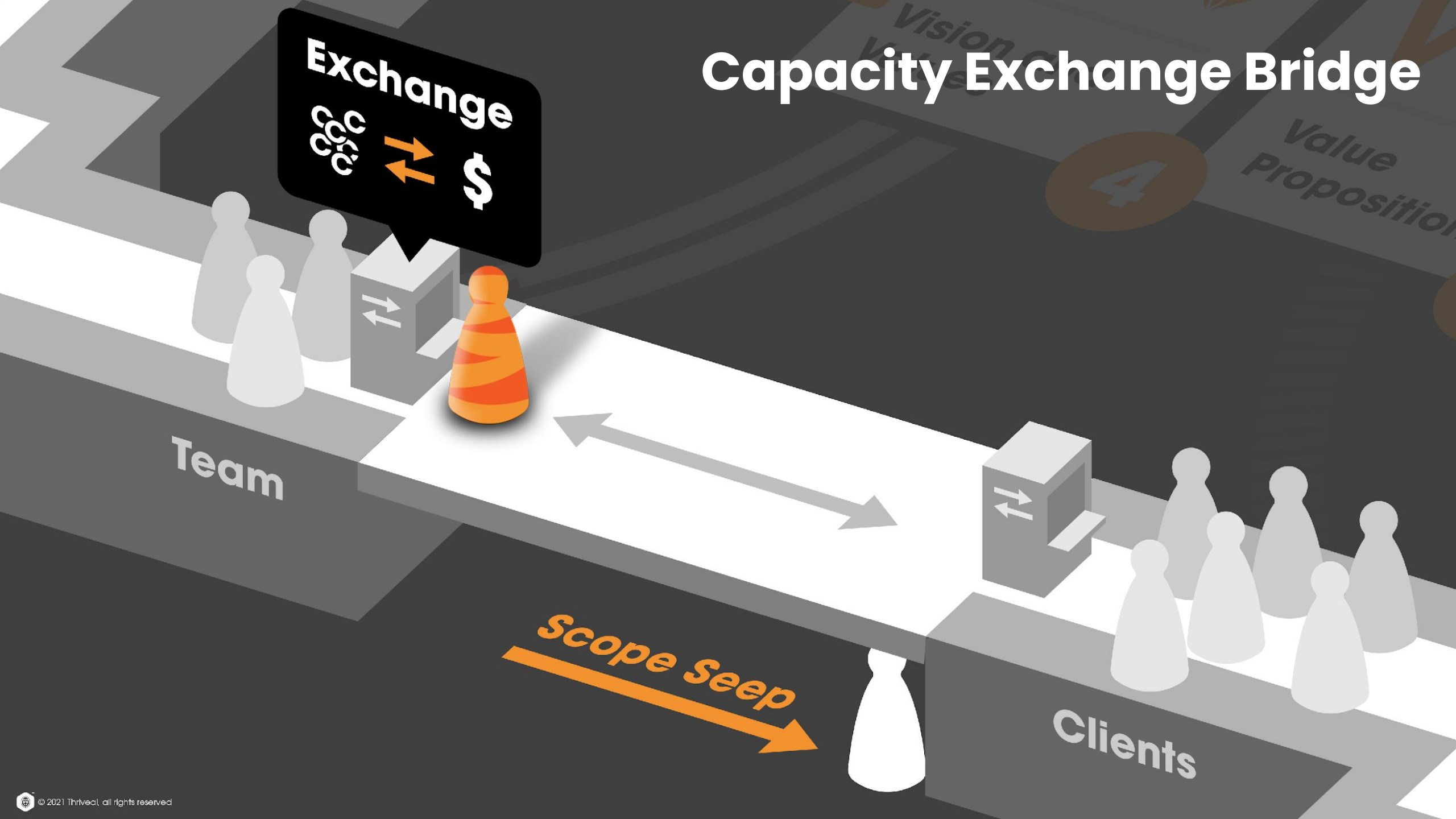
Capacity Exchange Bridge



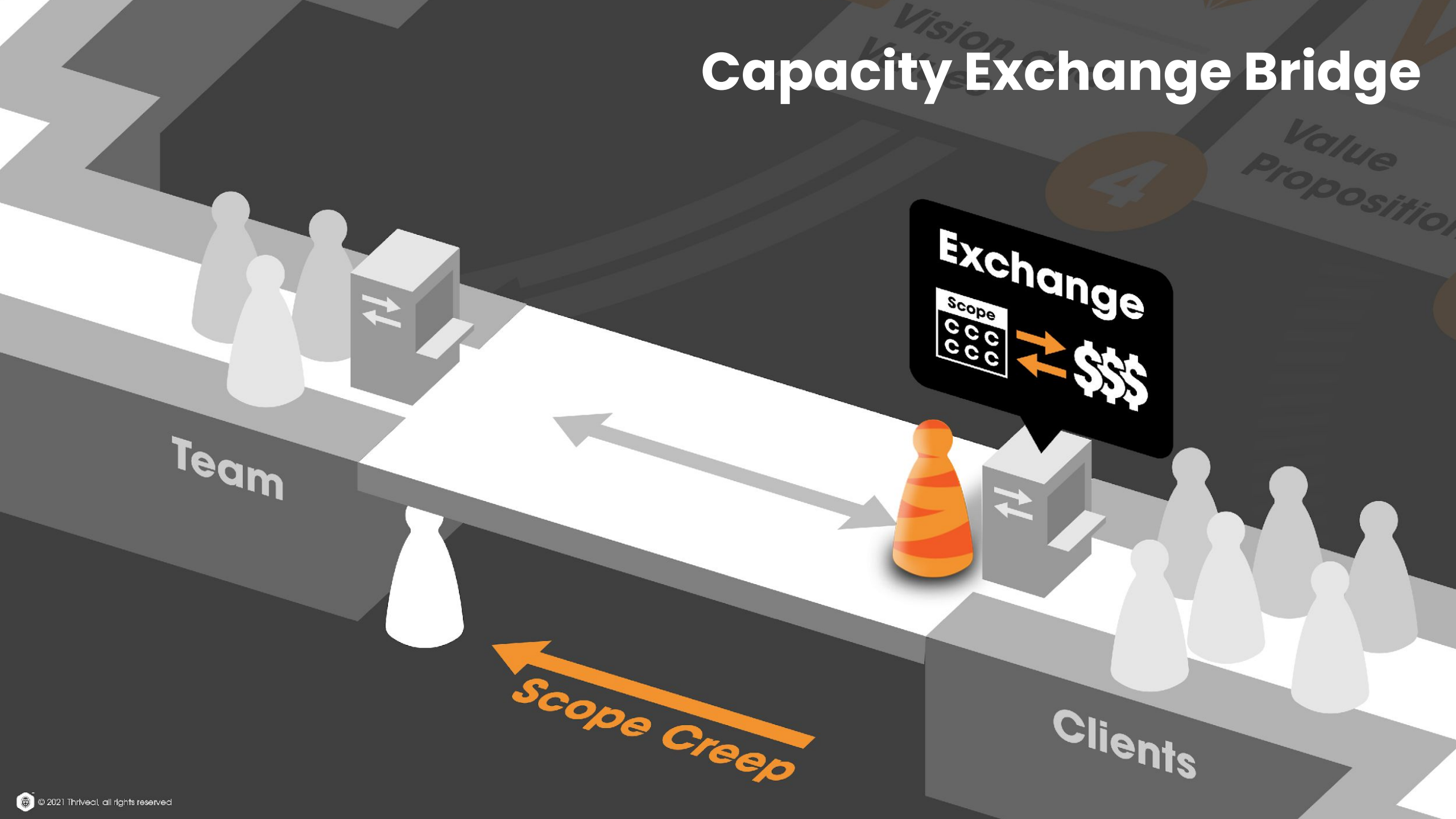
Capacity Exchange Bridge



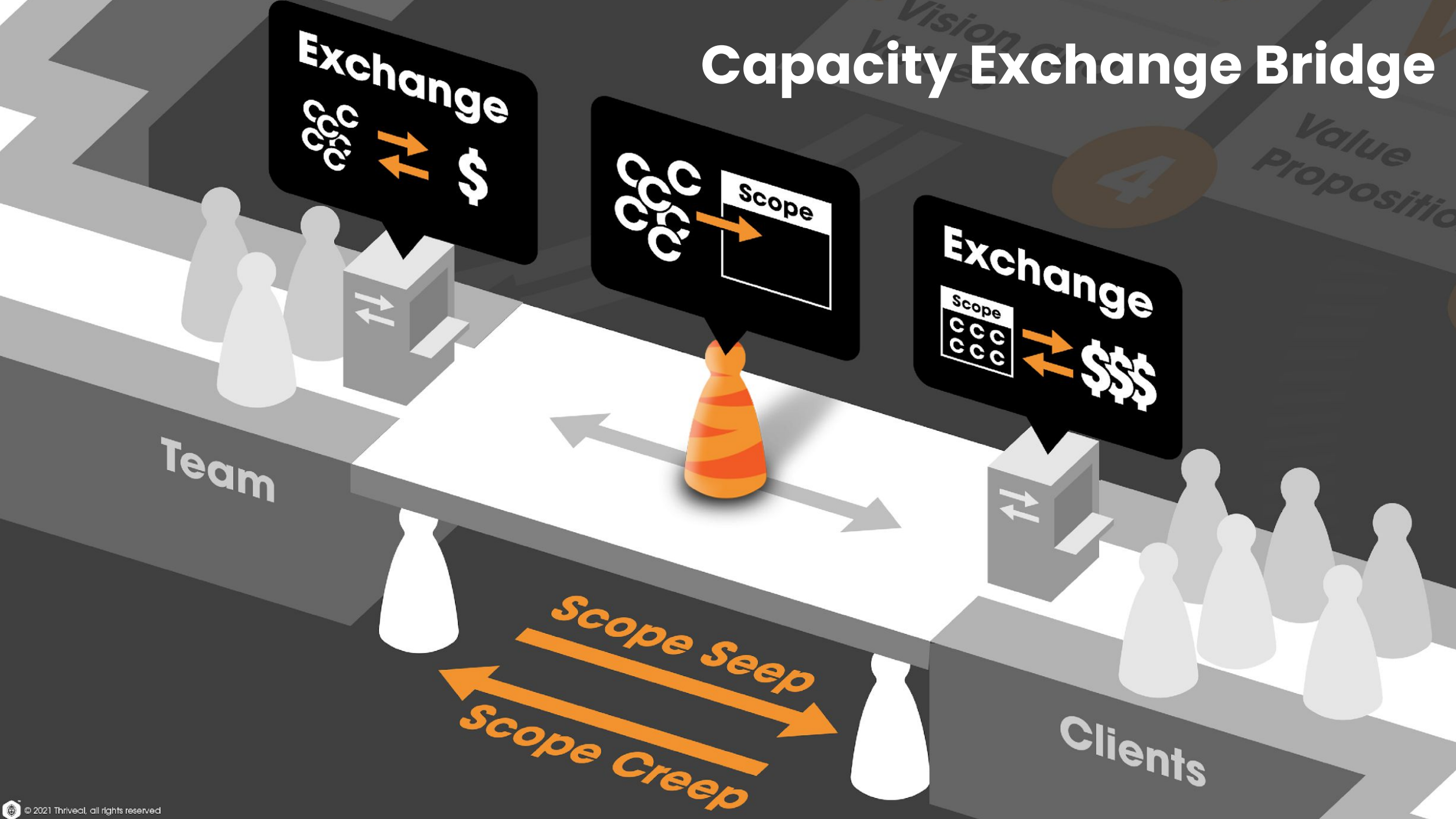
Capacity Exchange Bridge



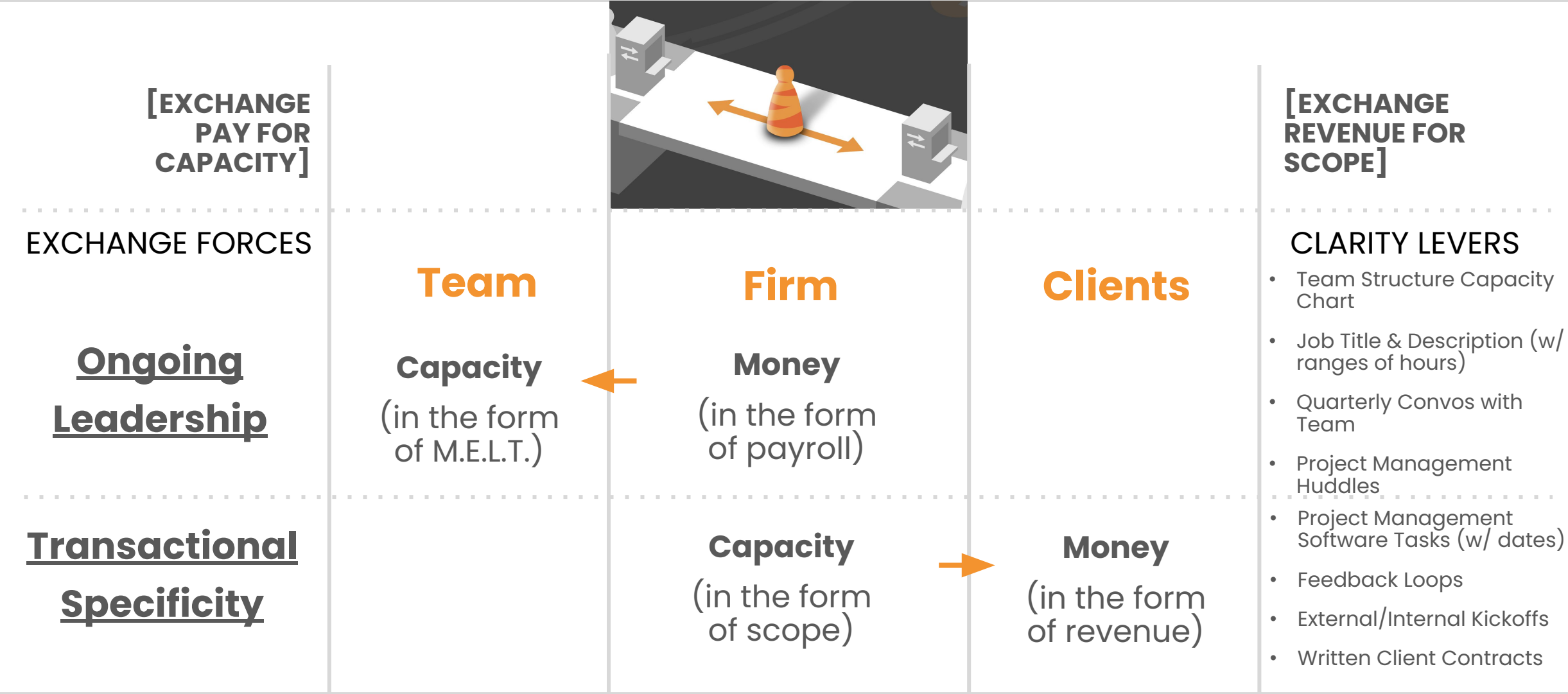
Capacity Exchange Bridge



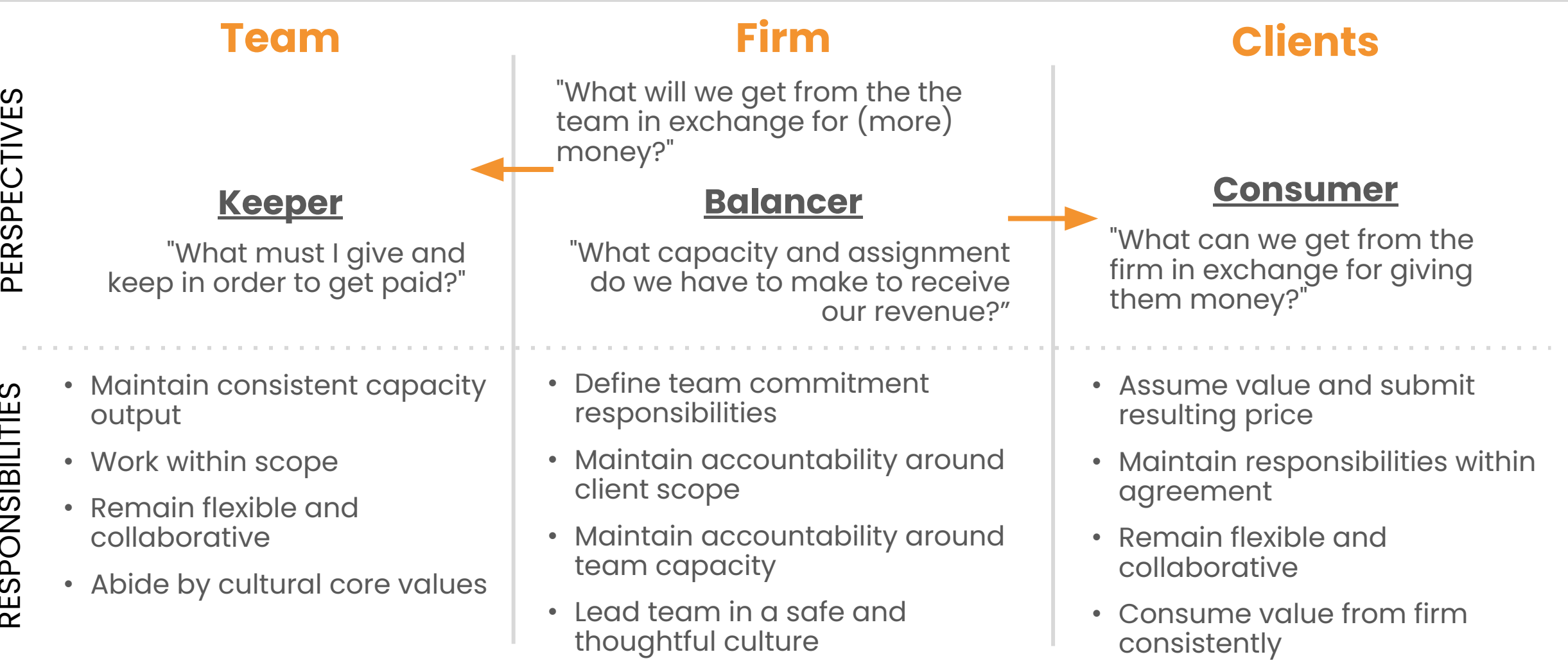
Capacity Exchange Bridge



Capacity Exchange Between the Components



Capacity Perspectives & Responsibilities for the Entrepreneur



Capacity Principles

- Taking in revenue and matching it with capacity always go together
- Team and the structures that allow for scaling mature slower than you can usually take in revenue
- It is the responsibility of the firm owner to manage their team's capacity (accountability)
- Address capacity troubles with more clarity as a start



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Q & A

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