



APAC Regional Conference 2025

Collaborate to Create: The Power
of Strategic Alliances

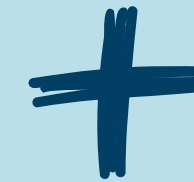


100%

Nonprofit Clients

A woman in a dark blazer and white top stands at the head of a long wooden conference table, gesturing with her hands as she presents. She is facing a group of approximately 15 people, mostly men in business suits, who are seated around the table and looking towards her. The room has large windows on the left side, showing a cityscape. A large screen on the wall behind the presenter displays the text "100% Nonprofit Clients".

**WHAT THE “ONE
BIG BEAUTIFUL BILL”
MEANS FOR
NONPROFITS AND
CHARITABLE GIVING**



|•| Han Group

*Hyper-Focus,
Higher Impact:
Accounting for
What Truly Matters*
STORY OF OUR SUPERPOWER

• | Han Group



Jennifer S. Han
*Founder & Managing Partner
Han Group LLC*

MY PERSONAL STORY










Why Nonprofits?


- ★ **Nonprofit audit experience at first job**
- ★ **Nonprofit audit experience at Big 4**

Han Group and Intentional Hyper-Focus³

- ★ **Founded in 2008**
- ★ **All In on Nonprofit Industry**
- ★ **Feel Good Industry and Smart Business Choice**
- ★ **Lots of Nonprofits in the Washington DC area**

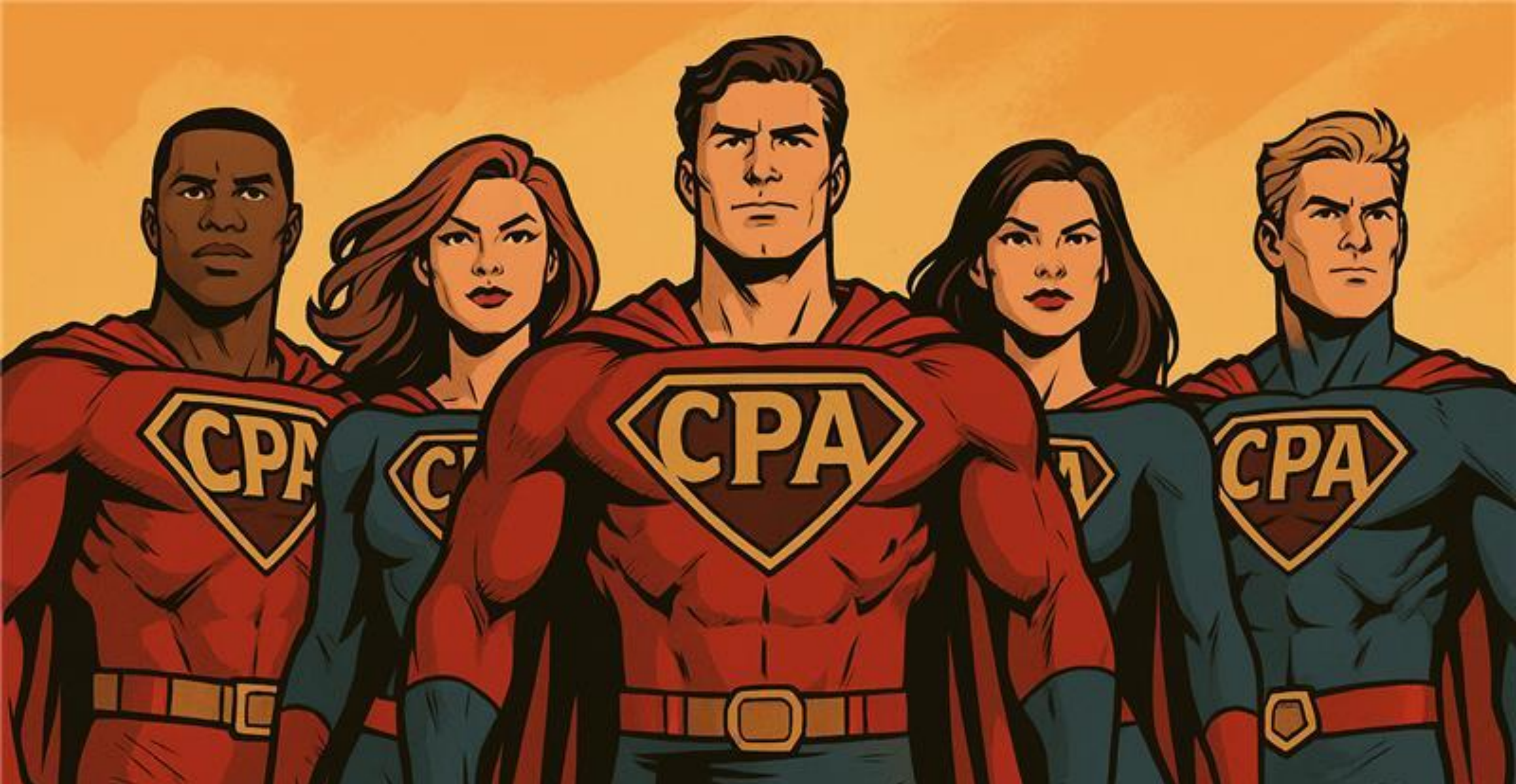
Evolving Client Needs

-  **From Audits to Accounting, Advisory & Technology Modernization**
-  **Helping Nonprofits Plan, Operate, Thrive**
-  **More than Auditors – Strategic Partner**



The Power of Going Deep: What Hyper-Focus Really Means:

-  **It's the reason our clients choose us.**
-  **It's the reason our team thrives.**
-  **It's the reason our operations run so efficiently.**





The Power of Going Deep: What Hyper-Focus Means for Our Clients

- ★ **Specialized insight over general answers**
- ★ **Cutting through the noise**
- ★ **Trusted advisors, not just reporters**
- ★ **Speaking nonprofit language**

- ★ **Maximizing impact per dollar**
- ★ **Empowering confident decisions**
- ★ **Anticipating challenges**
- ★ **Confidence in the boardroom**

What Hyper-Focus Means for Our Team

- ★ **Clear mission and culture**
- ★ **Focused resources and support**
- ★ **Career development in a niche they care about**
- ★ **Shared language and expertise**

- ★ **Collaboration without silos**
- ★ **Stronger purpose**
- ★ **Faster skill mastery**
- ★ **Pride in being known experts**

What Hyper-Focus Means for Firm Operations

- ★ **Streamlined processes & scalability**

- ★ **Strategic positioning & growth**

- ★ **Referral-driven success**

- ★ **Deeper vendor & alliance relationships**

- ★ **Focused tech investments**

- ★ **Knowledge compounding**

- ★ **Stronger brand and brand consistency**

The Power of Partnership: *LEA Global Network*



- ★ **Global reach with boutique touch, reliable partners**
- ★ **Cross-border problem solving**
- ★ **Targeted nonprofit expertise sharing**
- ★ **Curated collaboration forums**

- ★ **Supplementing resources globally**
- ★ **Broader capabilities for clients**
- ★ **Innovation through shared tools**
- ★ **Amplified visibility & Acceleration**

Lessons Learned

From Going All-In on a Niche

- ★ **Follow real needs, not just trends**

- ★ **Get obsessively good**

- ★ **The power of saying no**

- ★ **Let reputation do the heavy lifting**

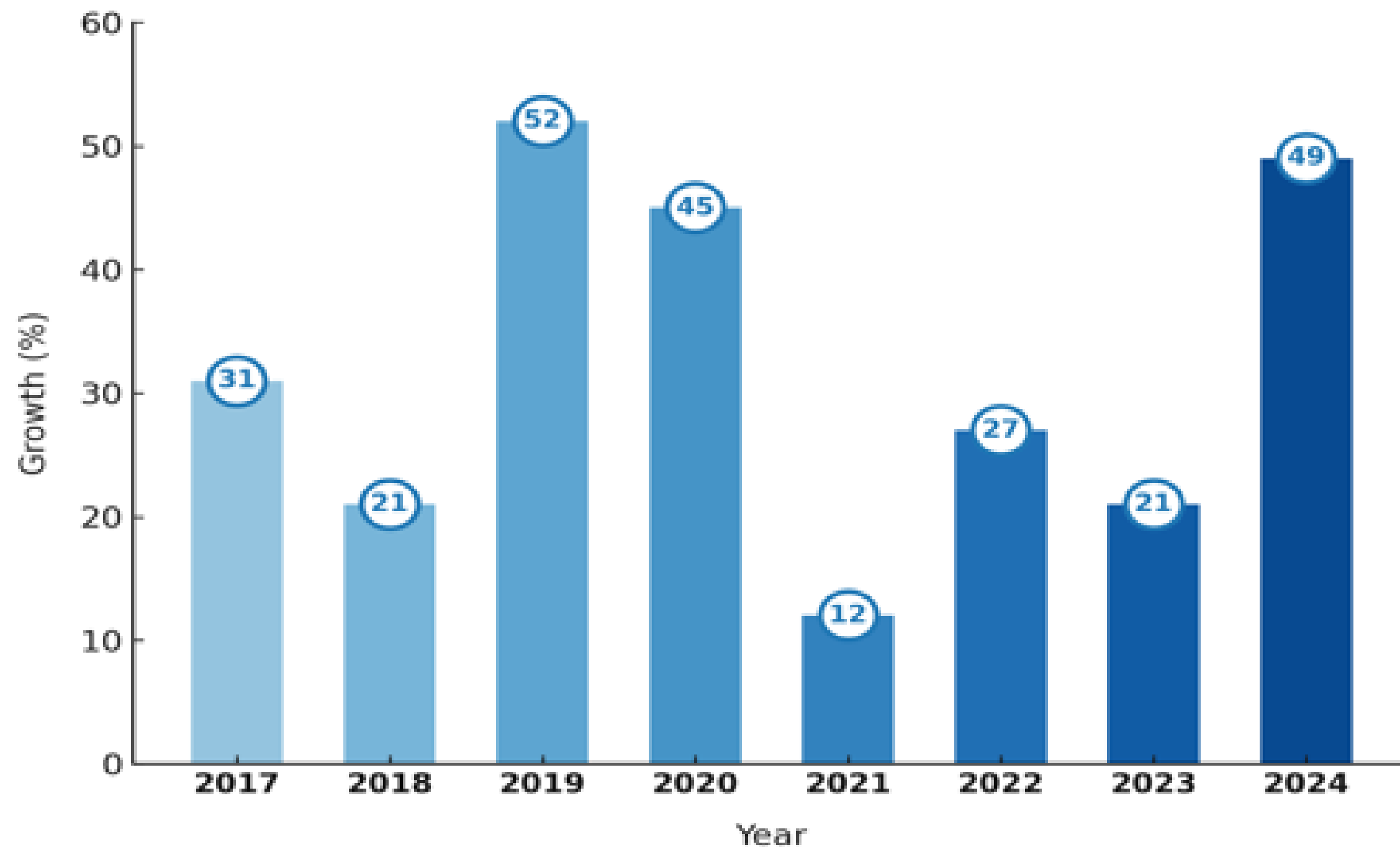
- ★ **Build and make your team members famous in your niche**

- ★ **Partnerships make you bigger than you are**



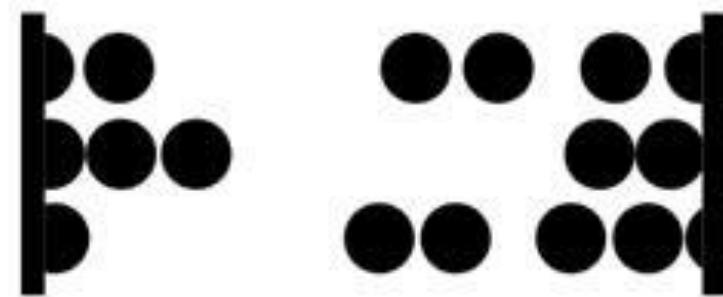
Hyper Focus = Hyper Growth

Han Group Revenue Growth



32%

Average Annual
Revenue Growth
*(100% Organic
No M&A / No PE)*



THANK YOU!

감사합니다



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