

# Speaker Profile

**Adelaide Ness**  
**Executive Vice President**  
**The Rainmaker Companies**  
**Nashville, Tennessee**



As an Executive Vice President, Adelaide is a speaker, trainer, coach and consultant to accounting firms around the world. Adelaide's strengths are in marketing, branding, communications, leadership and business development.

For over twelve years she has been working with accounting firms to help them build stronger cultures and stronger brands by encouraging excellence and consistency at all levels in a firm. She does this through curriculum development that addresses each firm's unique challenges and strengths and through energetic and impactful training that keeps firms excited about growth. Adelaide teams up with Julie McPherson, Vice President, in the training of The Rainmaker Academy, the premier leadership and business development program to the industry. More recently, Adelaide has spearheaded and oversees the development of Video Module training and records these to supplement growth efforts inside of firms.

Adelaide is a bilingual and bicultural citizen of the United States and France. Her unique background gives her the ability to connect with people around the world. As a consultant, her capacity to understand the cultural differences and nuances of various locales makes her a valuable asset to The Rainmaker Companies. Her previous role was as Executive Director of Enterprise Worldwide, an international association of independent accounting firms. She continues to work with firms around the world for their training and consulting needs. Adelaide has her BA from Vanderbilt University and her MA from the American University of Paris. Adelaide and her husband, Matthew, have three young children, Eleonore, Josephine and Charles-Henri and two dogs, Napoleon and Elsa (yes, like the princess.)

#### Fun facts:

- Wine Enthusiast
- Speaks fluent French
- Labels everything
- Met her husband on a layover
- Ran the last 11 miles of the Boston Marathon on a broken foot