

# The Silent Crisis Nobody Talks About: Ali Gillani Highlights the Decline of Long-Term Thinking in Business

Toronto entrepreneur and accountant Ali Gillani is encouraging business leaders to prioritize trust, patience, and long-term value creation as pressure for immediate results intensifies.

**Toronto, Ontario Jul 7, 2026** ([IssueWire.com](https://www.IssueWire.com)) - Business leaders are constantly being asked to move faster, grow quicker, and adapt to change. According to entrepreneur and accountant Ali Gillani, that pressure can sometimes come at the expense of long-term thinking.

Gillani, founder of Soberman Goldstein & Associates and a business owner with interests spanning accounting, hospitality, healthcare, real estate, and philanthropy, is highlighting what he believes is one of the most overlooked challenges facing organizations today: the growing focus on short-term results over long-term value creation.

Research from [McKinsey & Company](https://www.mckinsey.com) has found that companies focused on long-term performance consistently outperform their peers on revenue growth, earnings, and overall value creation. Yet many leaders continue to face increasing pressure to prioritize immediate outcomes over sustainable growth.

For Gillani, that tension has become one of the defining challenges of modern business.

"Many people are focused on the next quarter, the next trend, or the next opportunity," he says. "But lasting success is rarely built that way. The strongest organizations are built through consistency, trust, and a willingness to think beyond immediate results."

Throughout his career, Gillani has worked with businesses across multiple industries and observed common patterns among organizations that remain successful over time.

## Why Long-Term Thinking Still Matters

From accounting and healthcare to hospitality and real estate, Gillani believes sustainable growth is rarely the result of a single breakthrough moment. More often, it comes from disciplined decision-making over time.

"In accounting and entrepreneurship, trust is everything," he says. "Clients and partners must know that your word is solid."

That perspective has shaped how he approaches both business and leadership. After expanding into multiple ventures, Gillani learned firsthand that growth without structure can create challenges.

"Entrepreneurship can move faster than your systems if you are not careful," he says.

He recalls underestimating the operational complexity of scaling several businesses at once, a lesson that reinforced the importance of patience, delegation, and building strong systems before pursuing further expansion.

"Success belongs to those who can adapt without compromising their principles," he says. "Markets change, regulations evolve, and industries shift. The businesses that last are the ones that stay focused on their values while continuing to learn and adapt."

## **A Different Definition of Success**

While business performance remains important, Gillani believes success should be measured by more than financial results alone.

"Success is freedom with responsibility," he says. "It's about creating stability for your family, supporting the people around you, and using your resources to make a positive impact beyond yourself."

That philosophy guides his work through the Truman Foundation, which supports humanitarian aid, sustainable development, poverty reduction, and community empowerment initiatives.

Rather than separating business success from social impact, Gillani sees them as closely connected. He believes organizations create the greatest value when they contribute positively to the people and communities they serve.

"Financial performance matters, but so does reputation, team development, and the positive influence a project has on others," he says. "True success leaves a legacy beyond numbers."

As organizations face increasing pressure to move faster and deliver immediate results, Gillani hopes more leaders will prioritize trust, discipline, and long-term thinking alongside growth.

"True success is measured not only by what you build," he says, "but by the impact it continues to have long after the initial success has passed."

## **About Ali Gillani**

Ali Gillani is a Toronto-based accountant, entrepreneur, and philanthropist. He is the founder of Soberman Goldstein & Associates, an international accounting and consultancy firm serving clients across Canada, the United States, and the United Kingdom. He is also active in hospitality, healthcare, real estate, and charitable initiatives through the Truman Foundation, a nonprofit organization focused on humanitarian aid, sustainable development, and community empowerment.

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