October 2017

**It’s time for “yearend planning”**

So, really…..honestly….what is yearend planning? Is it valuable? After all, we do charge for the time spent at these meetings. AND….we often spend time *preparing* for the meeting. So, is it worth it to have a yearend planning meeting? Well, obviously, we sure think so.

**What is the purpose of a “yearend planning” meeting?**

One of the biggest reasons to have these meetings is so that we aren’t blindsided when tax time comes around. We want to look at how 2017 has progressed, what kind of income you have had, how much tax you might owe by April 15, etc. This is important stuff.

Next, if you own a business (sole proprietor, corporation, partnership, LLC) it is very valuable to have an annual TUNE UP. You go to your doctor every year for an “annual checkup”, right? Why do you do that? Because you want to make sure all of your vital signs are still okay! It’s the same thing for your business….it’s really good to have an annual checkup.

I have produced a series of checklists that we will go over at each meeting. Each checklist is specifically designed for your particular organization. We will cover topics like reasonable wage issues, form of operation (maybe it’s time to incorporate), IRS trouble areas (always lots of these to discuss!), where your business is heading, when/how to sell the business, business insurance and if you are adequately covered, red flag deductions, and LOTS more.

**Who will you be meeting with?**

All my staff are available and competent to do this. This year, I will be out teaching seminars all over the country (like I used to do years ago) until the end of the year….our slow time! That means you will be able to schedule time with my staff. They know your tax situation very well and have been with me long enough that they are more than able to do this planning with you. Of course, I am available by phone and email when needed.

**SO, WHAT SHOULD YOU DO?**

**1.** Call Tammie or Carie and schedule a yearend planning meeting.

**2.** Do it now! Don’t procrastinate.

**3.** Start a list of questions/items that YOU want to discuss at the meeting.

***Did I mention our “guarantee”?***

Let’s be honest. Guarantees can be nothing more than a gimmick. Not mine. This is important to me and I take this seriously.

Here’s my guarantee….in plain English…

*You schedule a yearend planning meeting. You come in for the meeting. When it’s all done, if you don’t feel like you got value (and please believe me when I say we will NOT get our feelings hurt if you say that to us!) then you don’t pay a dime. You won’t even get a bill. My staff will code their time to a PROMO code that does not generate any billing. We will still love you and continue to take outstanding care of you!!!*

**Some final thoughts**

This time of year is the BEST time to get your accounting records fixed and straightened out. My staff can do that. Why wait for later? Bring in your QuickBooks file and let us get going.

Other things to consider at these meetings is when to purchase certain assets, when to sell things, which year makes the most sense to buy that new rig, when to start a retirement account, when best to sell off some of that stock portfolio….and so much more.

Okay, seriously, I hope I have convinced a lot of you to call and set up your annual “tune-up” with us. Obviously, I am of the opinion that ALL of you should do it. Don’t procrastinate…first come, first served.

So, please, call now while this is fresh on your mind.



*See you soon…..*

***Mike***