



ACCOUNTABILITY SERVICES  
ACCOUNTING • TAXES • BUSINESS CONSULTING

## Four Reasons to Outsource to Accountability Services

At the outset, most companies consider outsourcing as a way to cut or control costs. Later, they often realize that the payback can reach far beyond immediate financial return.

### With all of the choices you have in the marketplace, why outsource to us?

With Accountability Services, you reap four distinct benefits:

1. **You gain back the time to focus on your core business.** Solid financials are generally critical to the success and longevity of a company. For small businesses, however, in-house accounting causes the owner to funnel away valuable time and resources from the central purpose and objective of the business. Financials processed in-house can actually inhibit the potential growth of your company. By outsourcing your financials to Accountability Services, you and your staff will be freer to focus on your core service or produce. Reductions in staff and equipment, made possible through outsourcing, will deliver immediate cost savings, and, you can eliminate the headaches associated with managing accountants and bookkeepers.
2. **You gain professional results.** When you outsource with us, you are hiring professionals and gaining *best practices* without additional labor or training costs. We can bring a level of expertise that would be difficult, if not impossible, to finance at the in-house level.

Our team has more than 40 years of accounting and tax experience, and all of our members have worked at one time in corporate accounting offices; many of them well-known and global companies such as, Verizon, AT&T, Microsoft, and the Walt Disney Company, and Arthur Andersen.

While those experiences have provided us with excellent training, our passion is to work with the early-stage to mid-sized businesses, where we know our skills have the potential to make a difference in the growth and success of each company. We are committed to working closely with you, and make ourselves available to help you whenever necessary.

3. **You gain a more nimble company.** With Accountability Services focused on your accounting and taxes, you will be able to respond more swiftly to changing market or business conditions.

If your company is like many small service-industry companies, you experience lulls in your business. If that is the case, it is likely that your accounting needs will vary from month-to-month or season-to-season. When you outsource with us, you will be able to allocate your accounting costs accordingly, which can be a significant financial benefit to you and your company. During your busy season, for

instance, you can easily increase accounting-related work without having to hire anyone. During slower periods you can cut hours.

At Accountability Services, we are known for our response time to meet our client’s financial needs and answer questions. We also offer controllership or CFO guidance and consulting to help you better understand where you are in the market. With our financial assistance, what may seem like a threat today can be turned into a competitive advantage tomorrow.

4. **You gain guidance and scenario analysis** relating to the financial health and longevity of your business.

At Accountability Services, we will take you far beyond bookkeeping and traditional financials. Our integrated approach provides end-to-end accounting support and guidance. We will prepare your tax returns, review key ratios, and provide consulting in areas that require attention.

If you are taking on a second or third partner, or buying a copy machine, you can’t go to your bookkeeper or CPA for advice, but you can come to us. Our services will allow you to make better-informed decisions about growth and expenditures. We will help you to plan for the future of your company and to better ensure its success over time.

### The Service Advantage of Accountability Services

Key Benefits	Use Accountability Services	Hire In-House	Do It Yourself
40+ years experience	x		
Responsive customer service	x		
Available and accessible 24/7 if needed	x		
Off-load non-core functions	x		
High-quality accounting	x	x	
Reliable	x	x	
Internal controls	x		x
Reduced operating costs and overhead	x		x
Savings on benefits and training	x		x

### Menu of Services

Some companies want their services a la carte. Others are looking for a complete package to help them run their businesses on an ongoing basis. We provide options for both:

#### Handling the Basics

- General accounting review & clean-up
  - Tax planning and preparation (corporate and individual)
  - Certified financial statements
-

### **Improving Your Accounting System**

- E-Services (including online banking, and credit card/billing solutions)
- QuickBooks services (including tune-ups and upgrades and QuickBooks Online)
- Paperless recordkeeping

### **Managing Your Financial Performance**

- CFO Review (to highlight key trends and ratios for your business)
- Cash flow and profit planning
- Key Performance Indicator (KPI) and Business Dashboard systems

## **Complete Packages**

### **Tax Preparation**

As our name implies, we are skilled in tax rules and regulations. You can rest assured that we will find every possible way for you to save money. We will then help you to put those savings to work for you and your business.

### **Business Basics**

If you seek more continuity and want prioritized access to your accounting team as well as other services you may benefit from one of our Business Basics services.

These monthly services are designed to be cost-effective for early-stage and smaller companies with minimal accounting needs. You receive ongoing services that generally include bookkeeping, invoicing, payables, journal entries, account reconciliations, preparation of excise tax returns, and local agency filings.

### **Virtual CFO**

If you are a business owner with financial staff onboard, but find the need for the advanced support only a CFO can provide, you may benefit from one of our Virtual CFO services.

These monthly services are designed to be cost-effective for mid-sized companies that need hands-on assistance with their financial management, but are not yet ready to hire a full-time CFO. As Virtual CFO, we also work onsite at your office when needed. We will provide your company part-time expertise in finance/accounting, strategic planning and other diverse management projects. We work at a senior level, counseling management and guiding your existing staff toward the solution of complex financial problems and the development of improved management systems. Our CFO clients enjoy the benefits of advanced expertise, while limiting the cost and commitment of additional senior staff. Many of our temporary CFOs have decades of financial experience and can help you arrange financing or credit, or develop a budget. Just as important, we will serve as clear-headed strategic planners to help ensure that a CEO's growth plans actually make financial sense.

---

### **Business Consulting**

Clients schedule consultations for many reasons. A consultation may deal with a specific tax problem or issue; or it may be useful simply to help you understand the accounting ramifications behind a critical business decision. A typical consultation helps you frame an accounting-related situation or problem more effectively.

### **At Your Request Services**

- For clients who want to engage us in small or sporadic projects, we offer hourly and value-based rates a la carte.
- As clients grow, we also offer blended team services to deliver a full accounting department, providing best financial management practices and internal business operations success.

### **Is Outsourcing Right for You?**

Please contact us with any questions you may have regarding the benefits of outsourcing and whether Accountability Services may be the right fit for you and your company. We welcome the opportunity to talk with you.

**Accountability Services** is a full-service accounting, tax and consulting firm that caters to family and privately owned companies. The firm was founded in 1997 in Seattle, WA.

---