

# *Do You Have The Financial Tools To Make Better Business Decisions?*

Smoker & Company LLC Client Newsletter

Spring/Summer 2023

*Accurate Bookkeeping is one of the most important key financial aspects of any business.*

At **Smoker & Company LLC**, we realize the importance of having key financial information at your fingertips to make the best decisions for your business.

Our bookkeeping services free you from the mundane tasks of daily entries, receipt tracking, bank reconciliation, account analysis, sales tax and other industry and compliance requirements.

The highly trained bookkeeping staff at **Smoker & Company LLC** can take these time-consuming tasks off your hands, and we'll make sure everything is accurately recorded allowing you to use your time more productively!

We provide a one-step customized solution for your businesses financial & accounting needs:

## Why should you consider Smoker & Company LLC bookkeeping services?

- ✓ Work is performed at your location or at our office.
- ✓ We can prepare Deposits/Pay Bills.
- ✓ Generate Profit & Loss Reports.
- ✓ Update Bank Reconciliations.
- ✓ Utilize Year by Year Financial Comparisons.

1. **Timely, accurate & fast processing.**
2. **State-of-the-art bookkeeping technology.**
3. **Highly trained and experienced bookkeepers.**

Our current **Smoker & Company LLC** bookkeeping clients enjoy the benefits of timely, up-to-date record keeping that provides the owner with the financial tools to make better decisions that can impact key factors in their business.



For more information regarding how our bookkeeping services can help you make better business decisions, please contact our **Smoker & Company LLC** main office at 717-656-7544. Simply ask for one of our **marketing department team members** to provide additional information or to arrange an appointment for our **bookkeeping specialist** to discuss the advantages of our services.





## Business Valuations and Ownership

Most people recognize that CPA's and accounting firms are usually very busy until the middle of April completing their clients' taxes. While the people at **OneSource Business Solutions LLC** are not quite that busy this time of year, we usually see significantly more Business Valuations being performed.

Business owners request Business Valuation for a number of reasons. Of course, the main reason is to calculate the market value of the business. Looking at the value of a private company is a little more complex than looking-up a stock price of a publicly owned company, like Microsoft or Coca Cola, but it is still needed for a variety of reasons.

If you are considering selling your business, a Valuation may be one of the important first steps that will be helpful in the selling process. You may have a "retirement number" in your mind or wish to move on to another challenge. Either way, a professional Business Valuation will give you a firm number of the true market value for your business.

We also deal with a significant number of business owners that wish to merely sell a portion of their business to a family member or valued manager. Getting a Business Valuation performed means that the price that is set between the two people will be fair to both. Many operating agreements, the agreement between two partners, dictate that a Valuation be performed by a third party so that it is fair to anyone who is entering or exiting the partnership.

**OneSource Business Solutions LLC** also works with a number of clients who simply want a Business Valuation performed every few years so that they can see exactly how their business' value fits into the rest of their investment or retirement strategy. For more information: **Contact Brad Brubaker at OneSource Business Solutions LLC by calling 717-824-4291.**



**Smoker Property Management, LLC** offers expertise and successful managing of residential rental properties. Our management concept is grounded on professionalism, integrity, accountability, and quality service that will help maximize your return on investment, while attracting excellent quality tenants.



Some of the services offered are prompt rental collection, monthly financial and maintenance reports, licenses and code compliance, inspections for move in & move out, annual lease review, and management of tenant relationships and disputes. We would also handle evictions and collection procedures.

We also offer a lease only option where we handle finding a qualified tenant and then turn the management back over to you.

For more information or any questions please contact us at:

Phone: 717-283-8026

Email: [info@smokerproperty.com](mailto:info@smokerproperty.com)

We look forward to handling all your property needs!



Keystone Credit Services LLC, located in Lititz, is a full-service commercial and consumer collection agency dedicated to the successful recovery of your outstanding receivables. We firmly believe in the importance of compliance, trust and integrity.

#### What are the advantages of hiring Keystone Credit Services to collect outstanding debt?

- We have no restrictions on minimum balances or the number of accounts you may place with us. It's always worth trying to get you paid.
- We utilize state-of-the-art skip tracing software to locate address changes, recent phone numbers and tools to locate assets.
- Our website offers access to a 24/7 portal to view accounts, reports, payments, send us messages and upload new accounts. Your customers can even make payments on the website.
- There is no fee or cost of any kind to our clients unless we generate payment on your accounts.
- We maintain strict compliance with the FDCPA, FCRA and CFPB.
- All calls are recorded and we do NOT use a dialer. Our client and their customers speak to a live person every time.

#### One of our recent testimonials from a Keystone client:

**"Keystone Credit Services LLC does a great job at collecting our delinquent accounts, allowing us to focus on providing an excellent experience to all of our customers."**

Contact us today at [www.keystonecredit.net](http://www.keystonecredit.net) or call 717-390-4860 for a free evaluation of your needs.



***If you're thinking about growing your business***, you may want to consider how you'll attract and retain top talent. One way to do that is by offering an attractive benefits package.

Consider implementing a 401(k) plan within your employee benefits package. According to Planadviser<sup>1</sup>, 90% of millennials say that working for an employer with a retirement savings plan is important, but only 45% of small businesses offer 401(k) plans. Setting up this benefit now can help you stand above competition as an employer, attracting the talent to help you grow.

As a bonus, as an employer who offers a 401(k) plan, your company would be entitled to generous tax deductions.

A financial professional who specializes in helping small-to mid-sized business owners establish a 401(k) plan can help you navigate the ins and outs of the process.

If you'd like to learn more, contact Andrew Smoker, CPA/PFS, CFP\*, CLU\*, Wealth Manager, or Nicholas Cummings, Wealth Advisor at **Smoker Wealth Management LLC** at (717) 656-7544 or visit [www.smokerwealth.com](http://www.smokerwealth.com).

<sup>1</sup> *Half of Small Businesses Have Researched Offering a 401(k)*, Lee Barney, 2018

*Distributions from traditional employer sponsored retirement plans are taxed as ordinary income and, if taken prior to reaching age 59½, may be subject to an additional 10% IRS tax penalty. This communication is designed to provide accurate and authoritative information on the subjects covered. It is not however, intended to provide specific legal, tax, or other professional advice. For specific professional assistance, the services of an appropriate professional should be sought.*

*Securities offered through Cetera Financial Specialists LLC, member FINRA/SIPC. Advisory services offered through Cetera Investment Advisers LLC. Cetera firms are under separate ownership from any other named entity.*

## June 2023 Desktop QuickBooks Training Classes

Smoker & Company LLC invites you to attend our QuickBooks® classes, where you will receive training from our experts in QuickBooks software.

**WHO SHOULD ATTEND:** This hands-on class is designed for all who want to learn or further their knowledge with the current version of QuickBooks. *Basic computer skills required.*



### Desktop QuickBooks® Classes

**Dates:**

**Wednesday, June 7<sup>th</sup> – Beginner Class**

**Wednesday, June 14<sup>th</sup> - Intermediate Class**

**Wednesday, June 21<sup>st</sup> – Advanced Class**

**Time:**

**9:00a.m. - 12:30p.m.**

**Location:**

**Central Penn College - Lancaster Campus**

**1905 Old Philadelphia Pike  
Lancaster, PA 17602**

**Registration Fee:**

\$215.00 per person to cover all 3 training classes, materials and light refreshments. Individual classes are at \$80.00 per person.

**Please Register Early!  
Class Size is Limited!**

**Complete & Fax this form to 717-656-4704 or email to [davidf@smokercpa.com](mailto:davidf@smokercpa.com)**  
**Or mail this form to Smoker & Company LLC 49 E Main Street, Leola, PA 17540**

**Yes! I will attend the QuickBooks ® Classes offered by Smoker & Company LLC.**

☐ **I would like to attend all 3 classes for \$215.00**

**I only want to attend:** ☐ **Intermediate & Advanced Classes @\$160.00** / ☐ **Advanced Class Only @\$80.00**

**Attendees Name:** \_\_\_\_\_

**Company Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email address:** \_\_\_\_\_

☐ Payment enclosed (cash or check)      3 digit security code \_\_\_\_\_ / we will not retain this information

☐ Please charge my \_\_VISA or \_\_MASTERCARD # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Name on card \_\_\_\_\_

Signature \_\_\_\_\_

☐ **I cannot attend these classes but I am interested in One-on-One Training in my office.**