



News, information, perspectives for households, investors, individuals  
and retirement minded clients of Nagel CPAs, LLC.

**We're  
Hiring!**

We are currently seeking to fill two positions:

- \*Mid-Level Tax Manager
- \*Director of Tax Planning and Compliance

Follow the link to our website for complete job descriptions. Please email resumes with a cover letter to [rlamar@nagelcpa.us](mailto:rlamar@nagelcpa.us)

**New for 2021 individual tax returns:** As I wrote in the most recent article for the Rio Rancho Observer ([click here](#)), Child Tax Credits and the third round of stimulus payments will likely create confusion much like last year.

If you received these direct payments, expect a lower refund than years past.

**Inflationary fee increases:** It has been more than 40 years since we have seen the inflationary pressures on business that cause increased pricing. Supply chain delays and shortages have been experienced in many industries and have become common in daily news. Labor shortages are common. Causes and solutions are difficult to discern, but the effect is now and very real.

Despite suffering increased labor, software, and IT costs, we are attempting to hold annual fee increases to no more than 5%, all things the same as last year. We are grateful for our returning clients' understanding and acceptance of our pricing. If you have changing circumstances this year, (e.g., started or sold a business or real estate), we will not be offended if you ask for a fee estimate before beginning work. In fact, we encourage it.

[Click here](#) for a recent article talking about pressures in working with the IRS and state taxing authorities. At the risk of offending our friends, view this humorous attempt by one CPA explaining why fee increases are necessary this year. **9 Reasons Your Accountant Raised Their Fees This Year** <https://www.youtube.com/watch?v=DA6-0xkygg>

**New names and faces; more great talent and depth to come.** Our firm has been blessed with a stable work force since inception. Apart from planned retirements, we have had few unexpected personnel changes since 2007. Not so, in 2021.

To accommodate our evolving work force, you can expect to see and hear from me more frequently. As we adapt to the demands of heavy legislative changes and disruptions due to COVID 19, I will temporarily work more on tax and less on advisory services and investment management, especially during the peak compliance season this spring and next fall.

This is a good thing and I look forward to rekindling relationships with clients who I have spent little time with for the past several years.

**Short term growth plans:** For the first time since I began this firm, I have decided to curtail growth and expansion. This is a difficult decision for us and hopefully short lived. What does that mean for our clients? We intend to focus less on growth and more on staff

development, education and solutions to client needs than years past. The changing times demand it. We are investing accordingly.

We also hope to return to no cost, working client lunches to keep abreast of the goals and plans you foresee that will impact finances, taxes and more.

We began limiting new client acceptances last year and will continue with new fee minimums (\$750 for basic 1040s) and pre-qualified referrals only. If you have family or friends that could use our help, please make sure you remind them to mention your name as the referral source. Otherwise, they may be referred to other providers.

As we prepare for more upcoming retirements and staffing to fill the void at such high levels, we hope to return to a modest growth strategy soon.

**COVID 19 is real and here to stay.** The disruptive effects of the pandemic have not avoided our firm. Fortunately, our two cases were relatively mild, and recovery was weeks, not months or worse.

Our offices were designed with privacy and confidentiality in mind from the beginning. This has greatly aided our ability as essential workers to continue service in the office throughout the past two years.

Help us stay healthy, by staying healthy yourselves. Vaccines and testing are the best solution we have, next to masks and isolation.

Thank you for your continued support.

Roger C. Nagel, CPA/PFS, CMA, CGMA

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*If you know someone that would benefit from the information provided in these newsletters please contact [rlamar@nagelcpa.us](mailto:rlamar@nagelcpa.us), or call 505-898-2558 to add them to our subscriber list.*

Visit our website

