



News, information, perspectives for small business clients, owners and managers of Nagel CPAs, LLC.

We're Hiring!

We are currently accepting appointments for interviews after tax season for:

[*Director of Tax Planning and Compliance](#)

[*Mid-Level Tax Manager](#)

Follow the links above to our website for complete job descriptions.

Please email resumes with a cover letter to rlamar@nagelcpa.us

Forecasts and Projections

Last quarter I announced we are accepting requests for post-tax season special projects.

Demand on our time created by recent legislation and worker shortages has yet again increased workload compression in tax compliance and planning, concentrating our focus in spring and fall tax seasons.

Special projects are invaluable in helping our clients in areas beyond tax and add interesting and fulfilling work for current staff bridging the gap between otherwise very high demand, peak seasons.

Forecasting cash flow and net profit under hypothetical circumstances are a good example. We enjoy learning more about what makes our clients businesses "tick" and developing relationships between proposed events and financial results.

Generally, forecasts and projections are rather informal tools for internal management use only. They can be used to make decisions on new lines of products or services, hiring new personnel (especially at today's higher compensation) even acquisition of new equipment or separate operating businesses.

Sometimes, third parties require formal reports of projected cash flow and profits for lending and investing. We can help.

A comparison of a prior projection to actual results can provide insight in determining what went right and what went wrong. Understanding unmet expectations can lead to significant improvements for the future.

Business Valuations

Another special project common for this time of year is the valuation of a business. Again, most of these projects result in an informal report of "indications of value" for management use only. These engagements look to determine the best formula or method for determining value to be applied to a specific company to estimate a range of values.

Formal valuation reports are becoming more common. We partner with valuation experts to assist us in gathering evidence for completing these comprehensive reports and determining the top two or three methods or formulas for calculations unique to a given industry. (Learn more here: <http://www.pattonvaluations.com>).

Why take time and spend good money to have an outside, third party tell you what your company is worth?

Let's face it, as owners, we each bring a personal bias to the process of valuing the companies we have worked so hard to build. That bias leads to false comfort, most assuredly, and unreasonable expectations.

The technical definition of Fair Market Value is defined as *that price a willing buyer would pay a willing seller, neither of which are compelled to buy or sell.* Having an objective opinion of value from an independent third party professional can often lead to much better decision making and quicker action.

Think in terms of buy/sell transactions, borrowing or raising outside investment capital, or estate planning.

Let's talk soon, before the next peak season begins.

Your retirement plan participation

In today's tight job market, small business employers are seeking new ways to attract top, dependable talent. Most of you know we have been big advocates for the funding of retirement plans for tax benefits. Our emphasis is even greater during this time of work force disruption.

Recently, some clients have expressed displeasure over the lackluster participation rates of their employees.

I get it. It always surprises me how few and at what rates employees choose to benefit, often no more than the minimum to maximize an employer inducement to participate.

If that is you, distribute this article (click here: [Ramsey - 6 Myths About Retirement.](#)) Encourage your employees to take this savings tool more seriously. Their family's future depends on it.

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

Nagel on Finances

What are your thoughts on the talk of recession? Click the link to the left to see another perspective.

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



Visit our website



Roger Nagel at Nagel CPAs, LLC. | 2240 Grande Blvd SE, Suite 103, Rio Rancho, NM 87124

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