

LACIAK ACCOUNTANCY GROUP, P.C.

accountancy and more . . .

Laciak Accountancy Group is more than mere bookkeeping or tax preparation. Founded in 1983 by Joe Laciak, who has been working in the industry since 1975, Laciak Accountancy Group provides corporate services such as tax management, CFO duties, employee situations, staff training, IRS matters, and tax appeals; small business services such as setting up accounting systems, securing financing, analysis and reporting on financial and operational information, performing special studies, determining the value of a business and estate for insurance or tax purposes, compiling and/or reviewing financial statements, tax preparation; forecasting or projecting financial statements, and working on tax backlogs; and individual services such as representation before tax authorities, development of a personal financial plan, creation of a family budget, projection of future college expenses and development of a savings plan, setting up a retirement plan, assessing insurance needs, tax preparation, and estate planning.

Laciak says small businesses especially have the need for additional business services provided by Laciak Accountancy Group. "In any small business, that owner was typically once an employee. They were once a plumber or an electrician and they thought they could do it better than the boss and they go off and start their business. They're really good at their trade, but know very little about accounting, income taxes, planning, and budgeting, or they don't have time to focus all of these services that we provide," says Laciak.

Other times, a business relies on an accountant to provide accountancy services, but when the business needs more the accountant simply cannot respond as necessary. "I found that small business people cannot afford a chief financial officer. So when they get to the point when there's a need for some more sophisticated accounting services, they probably outgrow an independent accountant and



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it stifles their growth a lot of times. They get caught in a box.

Most CPAs don't offer these kinds of services, because they're harder services to offer, and that's where we have our niche," says Laciak.

Laciak Accountancy Group is able to respond to the needs of the clients by knowing their business inside and out. Needs change daily, and so Laciak Accountancy Group is equipped to handle every detail. "We do bookkeeping and taxes, but where we differentiate ourselves is with business questions like 'I have an IRS problem,' or 'I have an opportunity to buy a building,' or 'should I implement some sort of a profit sharing plan for my employees,' or 'what kind of a bank loan should I take,' and if all your accountant is doing is filling out tax forms, who does a business talk to?" asks Laciak. Many times a business will rely on the advice of personal friends or family who likely have no more knowledge or education on the subject than their accountant, or they go to a planner who is trying to sell a product for commission and the business makes a risky investment. "So people need a sounding board to talk to, one that will be available when major things happen, and things happen with businesses daily. We've adapted ourselves to be there whenever our clients need us. That's what I find so exciting in our business because we do the normal compliance-type deadline things like everyone else, but we don't abandon our clients' special issues," Laciak says.