

Accounting and Bookkeeping

Sample Business Plan

The Sorcerer's Accountant seeks to provide a full suite of tax and management accounting services for small businesses in Chicago, Illinois, allowing business owners to not only save money over in-house accounting and ensure their compliance with tax laws, but to make valuable management decisions from their numbers.

3. Keys to Success

The keys to success for the accounting business include:

- Building trust with clients
- Maintaining up-to-date CPA certification and education on accounting practices and laws
- Going beyond saving clients money to proposing how they can increase their revenues
- Legal and ethical practices when it comes to transparency, reporting, and taxes

5.0 Company Summary

The Sorcerer's Accountant, established in 2006 by Max Greenwood, is a one-person CPA firm which provides tax services, management and cost consulting services, and QuickBooks sales and added services. Sorcerer's Accounting serves small businesses (under \$5 million in revenue) in the Chicago, IL area, primarily in service industries. The Sorcerer's Accountant plans to add bookkeeping services to its suite of services to better serve its current and future clients.

5.1 Company Ownership

Max Greenwood is founder and 100% owner of The Sorcerer's Accountant, a sole proprietorship.

5.2 Company History

Founded with \$10,000 of start-up capital by Max Greenwood, CPA in 2006, The Sorcerer's Accountant has become a full-time endeavor for Greenwood. At first focused entirely on tax services, Greenwood added management and cost accounting services in 2007 and then QuickBooks reselling and services to small businesses and startups in 2008, after becoming a certified QuickBooks Pro Advisor. This has allowed Sorcerer's Accounting to provide a wide range of services to small businesses over its lifetime from launch through expansion and growth.

The Sorcerer's Accountant has grown significantly in past years to \$175,000 in total annual revenue, but has had difficulty taking on additional work due to the limits on Greenwood's time. Client retention has been a positive factor, with 75% of 2008 clients repeating service in 2009.

The business operates out of a small rented office which has enough room for one additional employee. The office is not used for client meetings - they are held entirely at client offices.

Accounting And Bookkeeping Business Plan

Lydia E. Clark



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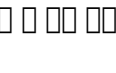
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