

Attention to Details

Garvey & Garvey appreciates the fine art of business performance and we are entrenched in the details to ensure your financial performance is solid.

Challenges

Garvey & Garvey was approached by a potential client whose ownership did not believe they were getting much beyond tax and financial statement compliance work from a large, regional firm who also had one of their largest competitors as a client.

Both parties agreed to a quarterly arrangement in which Garvey & Garvey would review their current accounting system, propose adjustments, and discuss tax and financial positions with ownership. At the end of the third quarter and in the last few weeks of the year Garvey & Garvey would provide formal tax planning services.

Our price was independently arrived at and was nearly identical to the price paid to the regional firm in the previous year.

Result

In our initial analysis of client's accounting system it became apparent that the previous accounting firm was not effectively maintaining client's accounting system. No previous years of client's accounting system data matched financial statements and there was a lack of attention to the details of keeping client's information system current. We immediately adjusted client's accounting system so that it would match their financial statements and serve as a basis of comparison for future periods.

Each quarter, our client was given a complete analysis of profitability, financial

position, cash flow, and tax position. It became apparent that, with a declining economy, client's current revenue level could not support the overhead structure inherited from periods of higher revenue. We engaged in multiple discussions with the client in order to ensure that management understood this. We also discussed possible courses of action that could resume profitability even in a declining economy.

The client selected changes to be made based on solid information and has achieved profitability while industry competitors face tough economic times. The client provided a testimonial that they had never experienced a level of service, with attention to detail and clarity of explanation, from any previous accounting firm.