



Paul Rafanello, CPA, PLLC Newsletter ISSN #1556-9497

News
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Dear Paul,

I hope everyone had a safe, and fun summer! The IRS has just announced an increase to the standard milage rate - See the featured article for details. I just graduated from a Dale Carnegie course, and it has changed my life. I wish I had done this when I was 30!

This month:

- IRS increases Standard Mileage Rate
- New York State Voluntary Compliance Initiative
- Quickbooks Seminars
- Words To Live By
- So they bought once, does that make them my client?
- Write an article for my E-Zine

New York State Voluntary Compliance Initiative

PaulRafanello
CPA

The New York Department of Taxation and Finance has issued a publication containing details about the voluntary compliance initiative

that will allow individual and corporate taxpayers to report and pay underreported tax liabilities and interest attributable to tax shelters. The initiative will be in effect from October 1, 2005, through March 1, 2006.

Participation in the program requires the following: -- completion of Form DTF-671, Election to Participate in the Tax Shelter Voluntary Compliance Initiative; -- filing New York State original or amended tax returns for each year with respect to which the taxpayer used any tax avoidance transaction; and -- for each tax year, remittance of full payment of tax and interest attributable to the tax avoidance transaction. Participating taxpayers can elect one of two options, either with or without appeal rights. Eligible taxpayers that fail to participate in the initiative will be subject to additional penalties, including an interest penalty equal to 100% of the interest payable on any deficiency assessment. Additional details on the initiative and related reporting and disclosure requirements are available on the Department's tax shelter legislation website at http://www.tax.state.ny.us/nyshome/tax_shelter.htm.

IRS increases Standard Mileage Rate



The IRS has announced an increase in the optional standard mileage rates used by employees, self-employed individuals, and other taxpayers for the last four months of 2005. The rate has been increased to 48.5 cents per mile for all business miles driven between September 1 and December 31, 2005. This represents an increase of eight cents from the 40.5-cent rate in effect for the first eight months of 2005, as provided under Rev. Proc. 2004-64, I.R.B. 2004- 49, 898. The increased four-month rate used for computing deductible medical or moving expenses is 22 cents per mile. The 14 cents-per-mile rate used for providing services to charitable organizations is set by statute and did not change. The IRS usually updates the standard mileage rates on an annual basis during the fall season for the

Quickbooks Seminars

November - I am in the processing of setting up classes for QuickBooks® in both Orange and Rockland counties. Check back at this space for when more information becomes available. The first classes will be held in Rockland. I'm in the process of setting up two QuickBooks® classes to be held in Orangeburg, NY, just off Exit 6 from the Palisades Parkway. The first course will be for beginners, while the second will be for intermediate uses. I'm also thinking about holding an advanced course aimed at CPA's.

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following calendar year. The increased standard mileage rates resulted from the recent increases in the cost of gasoline. "With many predicting a decline in gas prices over coming months, we will hold off on setting the 2006 rate until closer to January," IRS Commissioner Mark W. Everson said. "Next year's rate could be lower than 48.5 cents."

[Find out more....](#)

Words To Live By

Disagree agreeably

1. What do you think?
2. Why do I think that?
3. What evidence do I have?
4. Cushion!
5. Show your example!
6. The evidence shows that.....
7. Therefore, I think that..
8. Cushion your response
9. Avoid using words such as "But, However, and Nevertheless"

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So they bought once, does that make them my client?

So they bought once, does that make them my client?
By Fred Bauer, Business Coach iV Action

International Small business owners often feel that if we could only get a few more clients business would be perfect. The interesting thing that we too often find is that getting new clients should be secondary to providing awesome customer service. It is, in fact, 6 times more expensive to sell to a new client than to re-sell to an existing client.



An existing client already knows who we are, where we are and how we do business. Frankly, they've trusted us once before so they are more likely to trust us again. But we need to nurture them. We need to tell them: „« That we want their business „« All of the things that we can do for them „« The success that we have brought to other clients and how we can help them. When Action International coaches work with our clients

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we talk about creating raving fans. We don't just want clients who pay their bills, we want raving fans that go out and sell for us. Think about it like when you go to that new hair salon and you get a great new hairdo or you go to a mechanic who does a great job getting your car back in running condition, don't you tell other that they've got to use this? Why can't people say that about your business? Well they can if you give them a reason. Dr. Paddi Lund, in Building the Happiness Centered Business talks about the critical non-essentials (CNE's) that help you differentiate yourself from your competitors by doing things that will improve the client's experience significantly. Things like greeting your patients on time by name and having everything ready to go rather than having to look for papers in the middle of the service. This can all be summed up in how you plan your client's experience. Dr. Lund is a dentist and for him this became the way that he built his business. It was part of how the team talked to each other. It was part of everything that was done in the business. The result is that Dr. Lund runs a very successful practice and teaches his system to other dentists. What can you do in your business to create raving fans? Come to our workshop on "Creating Raving Fans" on Thursday October 27th. We will teach you proven strategies to convert one time buyers to clients to raving fans. The strategies that we teach will be strategies that you can apply to your business the next morning. For further information feel free to contact our office at (888) 88-ACTION for more information or to reserve your seat. .-. .- Fred Bauer is the president of the Action Business Coaching Services, a leading Action International franchise founded in 2002. Fred has been recognized for his efforts in helping small businesses using the Action systems to build long lasting growth.

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Write an article for my E-Zine

This month, I have an article from Fred Bauer. Would you like to write an article for my e-zine? Feel free to contact me.

Quickbooks Training



Need help with QuickBooks®? Not sure which version to purchase for your business? Let me show you the way. I am a QuickBooks® Pro Advisor, and have trained clients since 1992 when it was a DOS program. Most of my new engagements occur when I am brought in to clean up a client's QuickBooks® file that has been improperly set up. Having problems with yours? I will come to your office for a free consultation. Feel free to contact me if you need further information. First hour free!

Quickbooks Training - First Hour Free



Not sure about Quickbooks? I will come to your office, and give you a demonstration on my laptop free of charge! In addition, if you are a member of BNI, Rockland Business Association, or the Orange County Chamber of Commerce, I

will give the first hour of training free.

[Learn More](#)

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