

FREEEDDOMTTOGROW



*“As we’ve grown into our market niche, Bartolomei Pucciarelli has guided us along the way. They’ve helped us overcome hurdles in obtaining financing, developing goals and evaluating new ventures. The firm has done a great job for us... they’re about as fine as they come.”*

Christopher S. Vernon  
Owner  
Mercer Management  
& Development



## TODAY'S OPPORTUNITY

Small business is often credited as a catalyst for spurring the U.S. economy. With information technology and advanced communications becoming more affordable than ever, small businesses can operate in a manner normally reserved for large companies. Even the biggest financial institutions are shifting some focus to small business. By all accounts, the outlook is positive.

One thing, however, is not changing quickly. Small business entrepreneurs are not afforded the critical advice large companies regularly receive and rely on from experienced consulting firms. As a small business owner, you know how challenging it is to work on your business while working in it. You push tirelessly and your company is successful, but you know to reach full potential, you need something more.

**Bartolomei Pucciarelli** is a small business just like yours. We've established a practice designed specifically to support the needs and growth objectives of small businesses. Unlike any other accounting firm our size, we provide management consulting services that are natural extensions of our accounting and tax planning services. This expert guidance is right-sized for your business and can be flexibly tailored to your needs.

As the only RAN ONE affiliate in Mercer County and one of three in New Jersey, Bartolomei Pucciarelli is meeting high benchmarks for competency and service. RAN ONE is a world leading international consulting network that provides resources and training for accountants who specialize in growing small businesses. Our partners and team members receive rigorous training in all aspects of business development — from performance efficiency to risk management. Bartolomei Pucciarelli has the tools and experience necessary to help you succeed.

### The Bottom Line

Bartolomei Pucciarelli is your catalyst for change. Traditional tax and accounting services will always remain a foundation for us, but advisory services offer an exciting and potentially rewarding opportunity for our customers.

**Our company is different. Our level of service is uncommon. And most importantly, our customers can experience FREEDOM TO GROW.**

*“Bartolomei Pucciarelli has been a great partner for our practice. They are professional, knowledgeable, accessible, resourceful and very comfortable to work with. We look forward to their ongoing counsel as we take our business to the next level.”*

Richard J. Roscoe  
PT, CHT, CEO &  
Shareholder  
Hamilton Physical Therapy



*“We needed to move our business forward with an accounting firm that offers comprehensive, wrap-around services. That’s what impressed us most about Bartolomei Pucciarelli and set them apart from other practices.”*

Sue Viola  
Mercer County  
Children’s Medical  
Day Care

Beverlyn Grissom, Esq.  
Horizon Pediatric Systems



## VALUE- ADDED SERVICES

Bartolomei Pucciarelli believes there are four fundamental ways to grow a business: *increase the number of customers, increase the transaction frequency, increase the transaction value, or increase the effectiveness of business processes.* Our value-added services help customers improve in these areas every day.

### Advisory Services

To be effective, we must get close to your business and leadership team. We recognize this requires great trust, so we invite you to speak with our customers. We’re happy to provide references so that you can discuss our performance with others and perhaps gain some confidence through our highly valued relationships.

When you’re ready, we recommend starting with a thorough business diagnostic. We’ll help you build a strategic plan that will serve as a road map ensuring new business processes are designed and implemented – efficiently and resourcefully.

From business plan development to succession planning, Bartolomei Pucciarelli offers a full suite of advisory services to support your company from its inception to exit strategy. The business advisory services you’ll find at Bartolomei Pucciarelli are designed to make sure you get there.

### Accounting Services

#### *Tax, Compliance & Planning*

Our progressive tax professionals continually monitor the latest changes in tax laws. We believe that comprehensive and timely tax planning is the key to lowering taxes and eliminating surprises for our customers.

Bartolomei Pucciarelli also offers a scope of advanced financial planning services that span from a detailed financial analysis to fully computerized financial management systems.

#### *Financial Statements*

The financial statements we prepare for our clients serve as a business “scorecard” that depicts the past performance and financial health of your organization. We can identify areas where changes can be implemented to improve the profitability of a business. Our financial statements are often prepared to satisfy the requirements of lending institutions, helping our customers obtain or maintain the financing they need.

#### *Outsourced Accounting*

An expanding area of our practice has been assuming the accounting functions for clients. These services can be provided at the clients site or in our facility using web-based accounting software that enables clients to access their records simultaneously with us.

Monthly review sessions help our clients discover a deeper understanding of their data, turning it into critical decision-support information.

## BARTOLOMEI PUCCIARELLI

We're playing a greater role in positioning customers for future success by combining traditional accounting functions with proficiency in technology, communications, marketing and many other advisory services.

**If you're ready to grow your business to new heights, call Bartolomei Pucciarelli Toll Free: 877-628-2480, or learn more about us on-line at [www.bp-cpas.com](http://www.bp-cpas.com). Ask about our monthly Business Getting Results round table seminars, or simply speak to one of our CPA Advisors about scheduling a Free Business Diagnostic.**

## BARTOLOMEI



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UNCOMMON SUPPORT

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LAWRENCEVILLE, NJ 08648

**[www.bp-cpas.com](http://www.bp-cpas.com)**

### **Our Commitment To You:**

Our team will always consist of talented professionals so that we can provide the highest quality of service.

We will be proactive in helping you to increase your profitability and net worth — because your success is also our success.

We will respect absolutely the confidentiality of our working relationship and we will act with integrity in everything we do for and with you.

We are committed to understanding your individual needs and to tailoring our services accordingly to help you become a leader in your industry.

We will communicate with you frequently and openly to forge a long-term partnership.

We will always be there to help you implement solutions to your business problems by providing the tools and knowledge needed.

We will rarely be the least expensive but will always provide exceptional value.

We will mutually agree in advance on your investment in the services we provide.

We will return all communications from you by the end of the next business day.

We will provide you with competent and outstanding referrals to fulfill needs that fall outside our expertise.

We will honor our commitments to you absolutely.

*“Bartolomei Pucciarelli taught us how to be more accountable to ourselves, to really understand the inner workings of our business and make more intelligent decisions on everything from bookkeeping to inventory control. We’re not just growing bigger, we’re growing stronger.”*

Anthony Damiano &  
Frances Damiano  
Owners  
Seaside Materials Inc.

