



Client Success Story

## Payroll Outsourcing

### **Fulton & Meyer**

**Encino, CA**

**Accounting, Taxes & Business  
Management**

**Brent Meyer, CPA, Owner**



**“For a firm of our size, payroll is not an efficient use of our time; it’s not a profit center. Referring clients to a [payroll service] freed up our time to bring on new clients, and expand our services.”**

– Brent Meyer, CPA

**The Challenge:** Make better use of the firm’s time, while providing clients with a reliable payroll service

Initially, Brent Meyer, like many firms, offered payroll services to his clients. However, allocating staff specifically to maintain a client’s payroll proved to be expensive and inefficient. Brent observed, “The cost of training and keeping up on changing laws just doesn’t make sense. A better use of our time would be to align ourselves with a reliable payroll service.”

Brent now regularly recommends Paychex to his clients after finding that Paychex could do a client’s payroll accurately and on time for substantially less than he could do it in-house. By recommending Paychex, clients appreciate that “we are looking out for them...ultimately, we are trying to add value to our clients and offer the best service at the lowest possible price.”

### **Stats at a Glance**

#### **Firm Profile**

Full service accounting, tax, and business management services firm without the attest functions of review and audit. The firm serves a diverse range of clients, including individuals and businesses in the sports, entertainment, and music industries, as well as physicians and small business owners.

#### **Staff**

40 Full-time

*“Anytime you refer a client to an outside vendor, it reflects back on you. If the vendor makes mistakes, it makes you look bad. When you align with professionals you can rely on, it reflects positively on your firm. You look good and shine in the eyes of your clients.”*

– Brent Meyer, CPA, Owner

## Implementation: Hassle-free setup

Many business clients often start out using the payroll services offered by large commercial banks and other third-party services. However, they soon realized these vendors were not set up for their specific payroll needs. A firm can offer valuable advice to their clients by aligning themselves with third party providers, such as Paychex, whose expertise is in payroll and human resources.

Brent and his staff works with Paychex to get the client's payroll set up and running smoothly. He finds, "Paychex is very proactive. They contact us and ask us questions."

## Results: Higher-value services

Many business clients just starting out debate if they should manage their own payroll or outsource it. As their trusted business advisor, it is important to explain the complex rules of payroll filing requirements; the penalties related to late tax payments and other regulations that come with managing payroll internally.

Brent Meyer has been referring clients to Paychex for the last 16 –17 years. With payroll handled by Paychex, not only do clients benefit in cost savings, but Brent and his staff are free to focus on providing more valuable and profitable accounting and trusted business advisory services to their clients.

## Discover the Paychex Partner Program:

You can relieve your clients of complex payroll and heavy compliance work and protect them from tax penalties by referring them to the Paychex Partner Program.

Benefits include:

- **One month free services** on a Paychex payroll package
- **\$400 credit** toward a payroll package if using Paychex Major Market Services
- **\$200 off** 401(k) setup fees
- Six-month, money-back satisfaction **guarantee**

Participation is FREE and without obligation.

ENROLL ONLINE: [CPA.com/Payroll](https://CPA.com/Payroll)

CALL: **877-264-2615**

**Contact Us Today!**  
Call: 877.264.2615

Learn more at:  
[CPA.com/Payroll](https://CPA.com/Payroll)