



## Teaming for success!

Ever wish you had a magic genie you could call on in a crunch? You know, someone you could count on to help you sort through the paperwork, process those mundane business tasks, or provide some innovative ideas to help your business grow to the next level.

Good news! **Smart Business Services** could be just what you've been wishing for. We won't bore you with all the details of our expertise, degrees and accomplishments that qualify us to be your 'genie' because we are about the success of **your** business. (trivia buffs, those qualifications you are just dying to know can be found [here](#))

**Smart Business Services of Northern Virginia** provides:

- Accounting and Payroll Services
- Human Resource Management
- Sales and Marketing Consulting
- Print Marketing and Web Design
- Strategic Planning
- Coaching and Mentoring

Your wish is our command (well, not really). How about, you and SBS Nova, a strategic partnership that's sure to grow revenues and improve the profitability of your company! Now that's more realistic and we know we're up to our end of the partnership. How about you? Ready to grow your business?

## Who wants to Retire? Raise your hand ...



Starting and maintaining a retirement plan for your business can be easier than you think! There are a wide variety of retirement programs and investment choices available, all of which offer tax advantages to both employers and employees. A retirement plan can:

### In This Issue

[Retirement Anyone?](#)

[Why A Coach?](#)

[Integrating Payroll](#)

## Integrating Payroll & Retirement Plans

Setting up your retirement plan and integrating it with your payroll and accounting system isn't rocket science.

However, it does incorporate tax issues, privacy concerns, and potential liability if not launched correctly.

Don't find yourself lost in outer space with unexpected accounting fees, added liability, and unhappy employees.

Propel your company retirement plan off from the top launching pad with **Smart Business Services**.

Call us today  
**703-745-3786**

- Provide a systematic way to save for retirement
- Offer significant tax savings
- Be tailored to fit the specific needs of your business
- Utilize a variety of plan features
- Have a positive effect on employee productivity
- Help to attract and retain employees

Its value as an employee benefit, combined with the substantial tax savings it generates for you, your business and your employees, underscores the importance of a retirement program for your business. The availability of low-cost plans that can be customized to uniquely suit any business's needs, along with incentives from the IRS including the waiver of certain fees and tax credits, make **now** the perfect time to learn more about qualified retirement plans. For a free brochure, "Choosing A Retirement Plan For Your Business" call 703-815-7766 or [email](#) me directly.

## Why a Coach

Tiger Woods is currently rated the best golfer in the world by the [World Golf Ranking Association](#). He is 10 plus points better than the next ranked golfer, Phil Mickelson. Tiger has won 12 major golf championships since joining the tour in 1996. His current record as of May 25, 2007 includes the following wins;

The Masters	4 Wins
The U.S. Open	2 Wins
The British Open	3 Wins
The PGA Championship	3 Wins

Tiger is arguably the best golfer who has ever played the game, and he **HAS A COACH**. Hank Haney has coached Tiger since March of 1994. Hank actually had the guts to tell Tiger that he needed to change his swing if he wanted to improve. And, Tiger had the foresight to listen and the patience to implement the changes. He went through ten major championships without a win. Then Tiger had the breakthrough, He won the 1995 Masters in a playoff and he was the first wire-to-wire winner of the British Open in 32 years. After the win at St. Andrews, Jack Nicklaus said "That is the best I have seen Tiger swing . . . perhaps ever".

A coach prepares his or her athletes in all aspects of training, playing and performing well in sports. A sports coach:

1. Assesses the individuals skills, talents and understanding of the sport
2. Develops training methods to strengthen and improve speed
3. Conducts practices to prepare the athlete for real competition
4. Teaches strategy and tactics of the sport
5. Scouts the competition and prepares the individual or the team for the game
6. Analyzes the wins and losses and devises methods to improve the win ratio

A sales coach works with his or her clients in all aspects of training, working and performing sales and marketing well in their business role. A sales coach:

1. Assesses the individuals' skills, talents and understanding of the sales and marketing functions
2. Develops training methods to strengthen and improve sales and marketing
3. Conducts practices to prepare the executive for real business situations
4. Teaches strategy and tactics of sales and marketing
5. Scouts the competition and prepares the individual or the company on differentiating their products or services, and strengthening the value proposition (why buy from you)
6. Analyzes the wins and losses and devise methods to improve the win ratio

Final note: Phil Michelson who is second in the World Golf Rankings recently hired Tiger's first coach, Butch Harmon.

Looking forward to future handshakes with you,

Karen Dolan