

LEAPS Accounting Service

— IT'S MORE THAN JUST PAPERWORK, IT'S A PARTNERSHIP! —



OCTOBER 2022- "YOU ARE OUR BUSINESS"

Zig Ziglar, considered to be America's most influential motivational speaker, said 'You will get all you want in life if you help enough other people get what they want.' The mission of LEAPS Accounting Service is rooted in this belief – our business only exists because of you. We are only successful when you, our clients, are successful and it is our daily pleasure to assist you in getting all you want in this life. November is the time of year when the world reminds us to be thankful, but we at LEAPS are grateful every day for you. Thank you for your business this year.



HOW CAN LEAPS HELP YOU?

The LEAPS team is here to help you to ensure that your books are accurate, your payroll is complete and your financials are updated. Please help us to help you!

Contact your LEAPS team member with any questions.

Email

- Please send all emails to myaccountant@leapsaccounting.com (unless you have a designated email address with LEAPS)



HOW TO COUNT YOUR BLESSINGS

"Take time daily to reflect on how much you have. It may not be all that you want but remember someone somewhere is dreaming to have what you have."

— **Germany Kent**

"Abundance and prosperity begin with gratitude and appreciation."

— **Anthon St. Maarten**

"If you're going to start counting all of your problems, then it would only be fair to start counting all of your blessings."

— **Jason Micheal Ratliff**

"True gratitude is about the ordinary."

— **Anthon St. Maarten**



LEAPS WISHES YOU A HAPPY BIRTHDAY!!

Abigail Fierro - Nov 13th

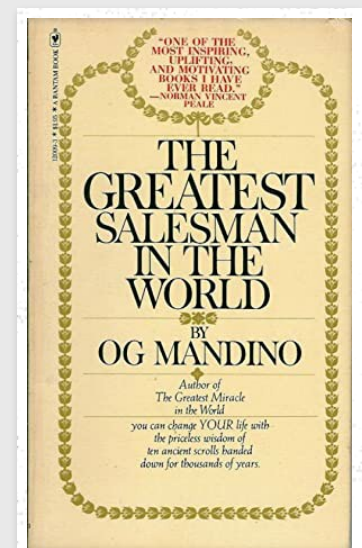
Philip Ballinger - Nov 20th

Loree Bryant - Nov 25th

BOOK RECOMMENDATION

SalesBlink's ([The Greatest Salesman In The World – A 12 Min Book Summary \(salesblink.io\)](https://www.salesblink.io)) one-sentence summary of Og Mandino's influential books *The Greatest Salesman in the World* is "According [to] *The Greatest Salesman In The World*, you can excel at sales and reach new heights by becoming a better person on the whole."

Since its publication in 1968, *The Greatest Salesman in the World* has been used as an outline of fundamental truths and laws upon which entrepreneurs have built successful businesses.



Mandino's book has been influenced many successful and prominent business owners over the decade. Below are some of their recommendations:

"Every sales manager should read *The Greatest Salesman in the World*. It is a book to keep at the bedside, or on the living room table—a book to dip into as needed, to browse in now and then, to enjoy in small stimulating portions. It is a book for the hours and for the years, a book to turn to over and over again, as to a friend, a book of moral, spiritual and ethical guidance, an unfailing source of comfort and inspiration."—**Lester J. Bradshaw, Jr., Former Dean, Dale Carnegie Institute of Effective Speaking & Human Relations**

"I have read almost every book that has ever been written on salesmanship, but I think Og Mandino has captured all of them in *The Greatest Salesman in the World*. No one who follows these principles will ever fail as a salesman, and no one will ever be truly great without them; but, the author has done more than present the principles—he has woven them into the fabric of one of the most fascinating stories I have ever read."—**Paul J. Meyer, President of Success Motivation Institute, Inc.**

"I was overwhelmed by *The Greatest Salesman in the World*. It is, without doubt, the greatest and the most touching story I have ever read. It is so good that there are two musts that I would attach to it: First, you must not lay it down until you have finished it; and secondly, every individual who sells anything, and that includes us all, must read it."—**Robert B. Hensley, President, Life Insurance Co. of Kentucky**

[The Greatest Salesman in the World: Mandino, Og: 8601234583790: Amazon.com: Books](https://www.amazon.com/dp/0671025430)

UPDATES AND REMINDERS

Month-End

- Please provide all cash transactions and gross sales from all platforms by the 2nd of each month, for the previous month.
- W-9's: don't forget to give vendors (who provide a service) a W-9 prior to paying them. Upload the completed form to the portal.



New Portal

- You have access to a new portal. You can access it by going to portal.leapsaccountingservice.com and enter your login credentials. This is where you should upload documents, receipts, etc. (rather than email them), retrieve documents, read messages, pay invoices, sign your engagement agreement, etc.



LEAPS CONTACT INFORMATION

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Business Hours

Monday - Saturday 9:00 a.m. until 5:00 p.m.

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