



## ***Business Nuggets*** ***by Joseph-Paul (JP) Timpano, CPA***

***A collection of Mr. Timpano's business wisdom  
postings shared to Social Media***



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- 📌 Your finances need to be organized, same as your life. – JP Timpano, CPA
- 📌 The CPA serves the role of the inside consultant, guiding you and your business through daily decision making. – JP Timpano, CPA
- 📌 When analyzing a budget be honest and identify the issues, then tackle them one by one, and make candid recommendations for improvements. – JP Timpano, CPA
- 📌 Give quality service to your clients. Be the best you can be. Your clients deserve your best effort and focus. – JP Timpano, CPA
- 📌 Do not only seek out high net-worth clients. Serve ANY client. Serve because of what you can give, NOT what you can get. – JP Timpano, CPA
- 📌 An ethical practitioner will keep your financial matters private. – JP Timpano, CPA
- 📌 Honesty, loyalty, and integrity. The true way to serve your clients. – JP Timpano, CPA
- 📌 Don't worry about getting clients. Focus on excellent service goals and the clients will come to you. – JP Timpano, CPA
- 📌 Be strong and truthful. There are clients out there who are looking for this. – JP Timpano, CPA

- 👉 A good worker is one who has the heart of God. He is honest, will give it all he has, is dedicated, trustworthy, and dependable. – JP Timpano, CPA
- 👉 A good worker gives, not looking for what he will get, but does what is right just for the sake of doing right. – JP Timpano, CPA
- 👉 Be clear when you communicate. Put yourself in the place of the recipient of the information. Be thorough and complete. – JP Timpano, CPA
- 👉 Nothing replaces trust, service and quality in business. – JP Timpano, CPA
- 👉 Do an exceptional job for your client, whatever your business is. – JP Timpano, CPA
- 👉 Put your heart into serving your client! – JP Timpano, CPA
- 👉 Words are no replacement for action. Decisive action makes a leader. – JP Timpano, CPA
- 👉 Pay someone for the work that they do. Be true to your word. – JP Timpano, CPA
- 👉 Be a leader in your business. Do what is right, no matter what. Serve your clients as you should. – JP Timpano, CPA
- 👉 Do not worry about getting clients. Serve them in an honorable and trustworthy manner and they will flock to you. – JP Timpano, CPA
- 👉 Treat your small clients with the same professionalism and reverence as you treat your large clients. All clients deserve your best. – JP Timpano, CPA
- 👉 Excellence in business = Service to your clients – JP Timpano, CPA
- 👉 I'm troubled when government leaders make policy based on the next election results. What happened to making policy simply for the good of the country? – JP Timpano, CPA
- 👉 A simple way to serve your clients: Communicate! Answer calls & e-mails. Let them know you are a leader with service as the goal of your heart! – JP Timpano, CPA
- 👉 As a business leader, be an honorable servant to your customers. Care for them as you would your own. – JP Timpano, CPA

- 👉 A simple marketing plan: Be an honest servant to your clients. Be a witness to God in the way you lead your business. – JP Timpano, CPA
- 👉 Be respectful to your clients. Keep your appointments. Simple thing, but it goes a long way to gaining the trust of those who you serve. – JP Timpano, CPA
- 👉 Honesty and customer service is the best customer referral program for your business. – JP Timpano, CPA
- 👉 When you run a business, even if it is a home business, run it with polish and excellence. Do things the right way. – JP Timpano, CPA
- 👉 Run your business with honesty and integrity, and see the Lord bless your business. – JP Timpano, CPA
- 👉 As a business person, it is more important to serve others than to make a profit. – JP Timpano, CPA
- 👉 As a business person, reach out to a client in need. You will be rewarded. – JP Timpano, CPA
- 👉 Clients need to consider getting their financial affairs in order in advance to help them in their time of need. – JP Timpano, CPA
- 👉 A healthcare proxy is a must to let others know what your wishes are in the event you cannot articulate it. – JP Timpano, CPA
- 👉 Parents with adult children need to document how their financials should be managed in advance of any change of life situation. – JP Timpano, CPA
- 👉 We need a collective effort to resolve our nation's financial crisis. – JP Timpano, CPA
- 👉 A professional who comes out with a quality product and solution for a crisis is in line for reward or promotion. – JP Timpano, CPA
- 👉 The American public is looking for a measure of quality, service and integrity in our government. – JP Timpano, CPA
- 👉 It doesn't matter that we're in the modern age. Principles of polite customer service do not change. – JP Timpano, CPA

- 👉 Empathize with your client when your business makes a mistake and offer a simple apology. You are in no position to cop an attitude. – JP Timpano, CPA
- 👉 Good business consultants do not simply tell a client what to do. They show clients their options and guide them to make their own decisions. – JP Timpano, CPA
- 👉 As a business consultant when you show clients the cause and effect of each option set before them you give clients the tools that they need. – JP Timpano, CPA
- 👉 As a business consultant when you give clients the right to choose their options you maintain their dignity while providing guidance and direction. – JP Timpano, CPA
- 👉 As a professional, integrity goes a long way to create a successful client relationship. – JP Timpano, CPA
- 👉 The integrity that you possess in private is what you bring to the table as a professional when dealing with a client. – JP Timpano, CPA
- 👉 Integrity in a client relationship doesn't cost much. Just your honor. – JP Timpano, CPA
- 👉 As a business professional there is no excuse for not returning a client call or e-mail. – JP Timpano, CPA
- 👉 Why shouldn't our federal government adopt a balanced budget amendment? Why is it wrong to simply not spend more than you take in? – JP Timpano, CPA
- 👉 I expect any business person I recommend to one of my clients to act in the same ethical and professional manner as I do. – JP Timpano, CPA
- 👉 Let your "yes" be "yes" and your "no" be "no". Serve your business clients with integrity. – JP Timpano, CPA
- 👉 Financial privacy is a very big ethical matter. Professionals in all fields must understand this and protect their clients! – JP Timpano, CPA
- 👉 Professionals who have been referred to a client by another professional have a responsibility to meet standards of Trust and Excellence. – JP Timpano, CPA
- 👉 A leader stands for the truth and does not sway in the face of fear. – JP Timpano, CPA

- 👉 Honorable business leaders use their God-given gifts and talents to serve their clients. In this they will be rewarded. – JP Timpano, CPA
- 👉 Though there are others who offer the same professional services as you, what differentiates you from the rest is customer service. – JP Timpano, CPA
- 👉 Being a leader is sometimes a very lonely place. You need a good support group around you who can help you to reach your goals. – JP Timpano, CPA
- 👉 There is no other way to deal with the growing deficit. All items in the government budget need to be put on the table. – JP Timpano, CPA
- 👉 Be sure to check your credit report on a regular basis to catch identity fraud. Ensure that nobody is using your identity to co-sign a loan. – JP Timpano, CPA
- 👉 Do not focus on promotion or salary increase. Do what is right, with a pure motive, deliver a quality product, and watch God bless you! – JP Timpano, CPA
- 👉 Honesty and integrity goes a long way. – JP Timpano, CPA
- 👉 Analyze one step at a time. Dimension what you are investigating piece by piece. – JP Timpano, CPA
- 👉 When a professional adds to an entity's collective excellence a supervisor should recognize talent at their finger tips. – JP Timpano, CPA
- 👉 Service to clients doesn't cost you anything. You're doing what you're supposed to do! – JP Timpano, CPA
- 👉 Leaders always need to remember that they are equipped with perseverance. – JP Timpano, CPA
- 👉 Leaders are like eagles. They fly alone. – JP Timpano, CPA
- 👉 Keep your eye on the target. Don't worry what others say. You will be rewarded for your leadership skills. – JP Timpano, CPA
- 👉 A leader stands firm when others run away. – JP Timpano, CPA
- 👉 A leader is there for others when nobody else is. – JP Timpano, CPA

- Married people need to make sure both partners know the status of finances in case of death or sickness of the other. – JP Timpano, CPA
- Enjoy the process of running your business, even the tedious tasks. In this you will become a better leader and practitioner. – JP Timpano, CPA
- When you run a business, you need to remain true to your convictions. – JP Timpano, CPA
- Manage your business as the Lord directs you to do. – JP Timpano, CPA
- Consult with others, but then measure all of your proposed actions to the will of God. – JP Timpano, CPA
- Be protective of your time. Invest in your business. – JP Timpano, CPA
- Don't let regulations in business stop you from performing proper customer service. Think outside the box. – JP Timpano, CPA
- Do everything always with a spirit of excellence. – JP Timpano, CPA
- Do the right thing. Why? Because you should! – JP Timpano, CPA
- Strive for excellence. Do everything with polish so that it shines. Do it the right way. – JP Timpano, CPA
- Being a legal guardian to a parent requires you to be ethical and trustworthy over their financial matters. – JP Timpano, CPA
- Sometimes a business gets sloppy in their accounting. This leads to trouble down the road. – JP Timpano, CPA
- As a leader, maintain your integrity and independence. Do not allow your client to define the position that you should take. – JP Timpano, CPA
- Do not become sloppy in your discipline while striving toward a goal. Remember to serve, and you will be rewarded. – JP Timpano, CPA
- Setting boundaries does not only apply to your personal life. It applies to your professional life as well. – JP Timpano, CPA

- 👉 You establish boundaries by understanding that a client has the responsibility to do the proper thing after you have shown them what needs to be done. You can't do it for them. – JP Timpano, CPA
- 👉 As a compassionate person remember you can't get emotionally involved with everybody. Recognize that you don't have enough energy to do this. – JP Timpano, CPA
- 👉 Set boundaries on your emotional energy to prevent yourself from becoming scattered. Being emotionally scattered weakens you for future service. – JP Timpano, CPA
- 👉 As a service provider, you need to empathize with your client but remain independent from the circumstances at hand. – JP Timpano, CPA
- 👉 Clients may try to pull you emotionally into their situation. As the professional that's not your place. Remain emotional neutral. – JP Timpano, CPA
- 👉 You are the professional. Listen to the request of the client, and then make your decision as to what is right or not. – JP Timpano, CPA
- 👉 When a client challenges your fee for services it does not diminish the value or worthiness of your service. Keep them separate. – JP Timpano, CPA
- 👉 As a leader I listen, analyze, and then act. – JP Timpano, CPA
- 👉 I trust that God will direct me as a leader to do what I need to do. – JP Timpano, CPA
- 👉 A leader looks at a situation, sees what needs to be done, and then gets the right people to do it. – JP Timpano, CPA
- 👉 Talk is not action. Action is action. – JP Timpano, CPA
- 👉 When you make a mistake, just admit it. This applies to both professionals and clients alike. – JP Timpano, CPA
- 👉 Be honorable with your clients. Do for them what they cannot do for themselves. Be trustworthy. – JP Timpano, CPA
- 👉 Clients look to you to be a visionary. They need help, and look to you to show them the way. – JP Timpano, CPA

- 👉 You can't really be a good business person if you do not have a heart to serve others. – JP Timpano, CPA
- 👉 Some may try to tell you what to do, but it is ultimately up to a leader to decide what actions should be implemented. – JP Timpano, CPA
- 👉 There are a lot of businesses who do the same thing that you do. What differentiates you from another should be customer service. – JP Timpano, CPA
- 👉 Use the natural talents that God has given you to serve others. – JP Timpano, CPA
- 👉 You are running a business. Get back to remembering that and your practice will prosper. – JP Timpano, CPA
- 👉 Be faithful to the business that you have and see it multiply. Trust that it will happen. – JP Timpano, CPA
- 👉 Note that the words “Listen” and “Silent” are spelled with the same letters. Food for thought! – JP Timpano, CPA
- 👉 How can we get better at what we do if we are afraid of failing? – JP Timpano, CPA
- 👉 Qualities of a leader: One who is honest, inspiring, broad minded, intelligent, imaginative, and empathetic. – JP Timpano, CPA
- 👉 Qualities of a leader: One who is enthusiastic, humble, patient, a good listener, and someone who can pull it all together. – JP Timpano, CPA
- 👉 There are no rewards without risk. – JP Timpano, CPA
- 👉 Trust your intuition. – JP Timpano, CPA
- 👉 Effective communication is efficient, clear and honest. – JP Timpano, CPA
- 👉 Remember, God owns your business. Let Him direct your steps and your reaction to the way you handle your clients. – JP Timpano, CPA
- 👉 Remember, God owns your business. You are not in this alone. You are His messenger. – JP Timpano, CPA



- 👉 Structure your business around how it should be run, and not around the personalities of your employees. – JP Timpano, CPA
- 👉 Run your business as a business. Dimension what job functions are needed for maximum profitability, control and effectiveness. – JP Timpano, CPA
- 👉 Don't let clients who don't want to spend money define your value as a business owner. Believe in the talents that God has given you to serve others. Their inability or unwillingness to pay does not define your skill set. – JP Timpano, CPA
- 👉 Do not allow any one employee to hold you ransom as a business owner. Manage your business as you see fit. – JP Timpano, CPA
- 👉 Look to the job strengths of your employees. Delegate nominal responsibilities that you can to your employees, so that you can be free to perform your craft. – JP Timpano, CPA
- 👉 You can't begin to support yourself when you are afraid to charge for the value of the services you provide. Trust your professionalism and the goals you have for your business. – JP Timpano, CPA
- 👉 Create value in a client's life with skills and help that you can provide. – JP Timpano, CPA
- 👉 Separate your personal life from your business life. Remember that friends or relatives who you hire in your business are employees. They are subject to the same expectations that you would give any other employee, and they need to understand this. – JP Timpano, CPA
- 👉 Do not allow someone to railroad your dreams. Believe in what God has shown you as the path for your life and stick with it. – JP Timpano, CPA
- 👉 If you say you are running a business then act like a business person. Respond to a client's needs. Run your business with a spirit of giving, and respond to a client how you would want to be treated. – JP Timpano, CPA
- 👉 Manage with a heart. Let others see what you are made of. – JP Timpano, CPA
- 👉 As a business person, your focus on integrity and dedication to serving your clients need to be second to none. – JP Timpano, CPA

- Successful businesses thrive when presented with complex challenges to serve their clients. They are able to elicit cooperation from other business professionals and resources to provide leadership that the client is looking for. – JP Timpano, CPA
- Principals of successful businesses are intellectually curious and are creative thinkers who understand both the macro and micro views of any given situation. – JP Timpano, CPA
- Be the best kind of service organization for your client. – JP Timpano, CPA
- Being an organized and efficient business person makes you an extremely competent contributor. – JP Timpano, CPA
- A leader with an excellent management skill is an easy person to get along with in the job and a great person to learn from too. – JP Timpano, CPA
- When leading your employees, show yourself to be a committed and confident manager. You will then earn great respect from both your customers and your work colleagues. – JP Timpano, CPA
- Successful principals of a business have a clear communication style and tracking/follow-up skills that are second to none. – JP Timpano, CPA
- Be passionate about the quality of your business structure, and facilitate constant internal reviews to demonstrate your belief in continuous process improvement. Display pride in what you manage. – JP Timpano, CPA
- Show yourself to be a self-motivated consummate professional with a real drive to perform to your fullest ability. – JP Timpano, CPA
- As a business leader, be an open, honest, and congenial individual to prove you are a full performer, a team player and a great asset to your client. – JP Timpano, CPA
- Keep your focus on your business goals. Weed out distractions. Remember, others do not have the same goals as you do and will try to pull you away. – JP Timpano, CPA
- Organization is the key to your success in business. Identify your priorities, calendar your deliverables, and serve others as number one. – JP Timpano, CPA

- Be a teacher to your clients. Make their interests yours. As a business leader you will grow your business as a caring individual. – JP Timpano, CPA
- Excellence goes a long way. Be the leader that God formed you to be. Be true to your professional calling. In this you serve Him. – JP Timpano, CPA
- Organizational skills are the best skills you can have, for you can put together things that people can't normally put together. Have the foresight to solve problems. – JP Timpano, CPA
- You are running a business. Get back to remembering that and your practice will prosper. Be faithful to the business that you have and see it multiply. Trust that it will happen. – JP Timpano, CPA
- Every business needs an internal consultant to help run it efficiently and effectively. Keen analytical skills are needed to diagnose what the problems are. A lot of times people don't know there even is a problem or how to best run their business. – JP Timpano, CPA
- As a consultant and advisor professional, talk to people, listen and learn how the existing company works. Your best skill at this time is to listen. – JP Timpano, CPA
- As a consultant and advisor professional, learn the existing accounting procedures of a business and see what weaknesses in the process are evident. Many times the simple problem is that a well documented process does not even exist. – JP Timpano, CPA
- Many businesses unfortunately forget the principle of service. While there is nothing wrong with computerization and automation, businesses need to remember that the computer and automation do not replace the need for good old fashioned customer service. – JP Timpano, CPA
- Customer service begins with throwing away a script and return to caring about the client you are serving. Look into your client's eyes, feel their heart, and provide instruction and guidance for your client. – JP Timpano, CPA
- Take a bad experience with a past client as a learning experience. It is school for the professional in business. Nothing is wasted. – JP Timpano, CPA
- Reinforce your business principles in the wake of a past client who tries to rattle your foundation. Nothing can shake you, as God continues to be the guiding light of your business. – JP Timpano, CPA

- 👉 Shake off trials you may experience as a business person. If you don't, they become a vise around your neck that hinders you from future success and victory. God will continue to bless your business as you seek His ways in the service you provide to clients. – JP Timpano, CPA
- 👉 Be sure to have your elder client prepare both a power of attorney and a healthcare proxy, regardless if married or not. It will clarify matters for his future in advance of any life issues that may occur, and will help the caregiver take care of the elder. – JP Timpano, CPA
- 👉 As a professional, you need to put your personal issues on a shelf for the time being and serve your client with complete focus. The client needs your full attention, and you owe that to the client. – JP Timpano, CPA
- 👉 Be sure to get your affairs in order now. Prepare your power of attorney and healthcare proxy. It will be a burden for those who you would want to take care of you if you don't have these documents prepared in the event of a situation in your life to occur. – JP Timpano, CPA
- 👉 Remember to control your emotions when responding back to a client. Take the upper hand. Learn to become like Teflon to a client's false accusations. – JP Timpano, CPA
- 👉 Small businesses spend way too much time on systems issues rather than performing their professional svcs. Surprise updates from Microsoft/Apple continually occur that have a wide impact on tools that business owners use & owners cant always afford an IT person. -JP Timpano CPA
- 👉 I am not interested in office staff drama. As a business professional, I have a job to do and do not want to be distracted or have my energy zapped by people who are toxic and who do not share my focus. – JP Timpano, CPA
- 👉 As a business leader, I maintain my walk through continuous discipline. I am dedicated to my business goals, follow the precepts of the Lord, keep my focus, reject distractions, and dismiss attacks of the devil to sway me as I walk through the fire. – JP Timpano, CPA
- 👉 As a business leader, u have the ultimate responsibility to run your business as u see fit. There's no problem with gathering information on both sides of a decision to help u decide, but then the final decision on how your business will operate rests with u. – JP Timpano, CPA

- 👉 Employees have a responsibility to follow the direction of the company that they work for, as set by the owner of the business. The rules are no different for a major corporation or a small business. – JP Timpano, CPA
- 👉 The owner of a company has the responsibility to orchestrate the direction that the business will follow as lead by the Lord. Employees of the company then have the responsibility to follow the direction of the business as the owner has established. – JP Timpano, CPA
- 👉 Accountants reconcile to the penny. Business owners need to put controls in place to track all pennies. – JP Timpano, CPA
- 👉 Professionals of all kinds should be warned not to become so desensitized to a matter that they forget to properly communicate to the client. Always remember to put yourself in the position of your client to understand what the client needs to know. – JP Timpano, CPA
- 👉 Professionals need to quit reading off a pre-prepared script when dealing with clients. Return to listening to your client and communicating from your heart. Doesn't cost much, and in this you provide the level of service you are supposed to be doing. – JP Timpano, CPA
- 👉 As a small business owner, having family or friends as employees is a challenge. All employees need to be clearly made aware that their position with you is a business relationship. - JP Timpano, CPA
- 👉 You need to remind your workers that you are very serious and dedicated to running your business in a professional manner. – JP Timpano, CPA
- 👉 As a small business owner, you view all relationships and responsibilities with all employees as business. There are no exceptions with family or friends who happen to work for you. – JP Timpano, CPA
- 👉 Put cost on a shelf for a moment. As a CEO, I want to know what is needed, irrespective of cost. Give me the information I need to understand the intricacies of the situation at hand, so I can make the proper decision as to what needs to be done. – JP Timpano, CPA
- 👉 Although cost is part of any decision you make as a CEO, it is not the sole factor in your decision making. A benefit analysis needs to be entertained as well, not to

mention the need to follow best practices and standards to do the job in the proper manner. – JP Timpano, CPA

- 🍷 The more you define yourself as a small business owner, the less you will second guess yourself regarding the worth of the service you provide to your clientele. – JP Timpano, CPA
- 🍷 Internal control is the name of the game for success in any type of business organization. It isn't enough for an entity to only seek to expand its revenue goals or marketing strategies. – JP Timpano, CPA
- 🍷 Businesses need to strengthen their internal controls to ensure integrity in reporting, efficiency in processing and consistent standards to reduce costs and redundancy. – JP Timpano, CPA
- 🍷 Benefits of internal control are numerous. Consistent financial control guidelines & standards strengthen the business entity by offering solutions to stabilize expenditures, increase revenues, and reduce financial waste. – JP Timpano, CPA
- 🍷 Businesses are counseled to seek out a CPA specializing in internal control implementation who will troubleshoot the financial reporting process, evaluate & identify inadequacies & weaknesses where they exist, & deliver candid recommendations for improvements. – JP Timpano, CPA
- 🍷 Many times a business lacks documentation over their internal processes and procedures. Such weaknesses in the control process serve as the catalyst for reporting breakdown, inconsistencies in job performance among employees, and gaps in the production line. – JP Timpano, CPA
- 🍷 The development of a stellar internal control process also includes the initiation and creation of defined internal reporting tools to allow the organization to adopt to the ongoing reorganization and ever changing environment of the business entity. – JP Timpano, CPA
- 🍷 The management responsibility of the client's financials belongs to the client and not to the CPA. The CPA needs to continually stress that wall of separation to stand firm when a client does not want to assume proper ownership. – JP Timpano, CPA
- 🍷 When you run a business, you need to keep your focus on service and the ease to relate to your customers. Too many businesses set up complex and non-user friendly systems applications that are frustrating to your customers. – JP Timpano, CPA

- 👉 Changes you make to your internal business infrastructure should be transparent to your customer base. Your customer should never bear the responsibility of assuming any additional workload that you have implemented in your business. – JP Timpano, CPA
- 👉 Being kind to your client is number one in customer service. There is absolutely no reason to talk nasty to people. It doesn't matter what your job is. This is a universal truth in providing service to others. – JP Timpano, CPA
- 👉 As a business person, put yourself in the place of those you are serving, your clients. Help them, guide them, and in this you do God's work. – JP Timpano, CPA
- 👉 As a professional, you are bound by your word. Don't treat it as trivial. Be honorable to your client. – JP Timpano, CPA
- 👉 If u tell a client u will meet him or her by a certain date & time, then do so. Of course things happen, but there's really no excuse in this age not to communicate if u r running late or if something came up. Everyone has a phone. Be courteous & professional! – JP Timpano, CPA
- 👉 If u meet with a prospective client & promise 2follow-up, then do so. Many times I've seen professionals never re-contact the client & leave him or her flat. No problem if u decide not 2accept an engagement, but at least have the decency 2let the person know! – JP Timpano, CPA
- 👉 The key to being a successful business person is having good organizational skills. When juggling clients, responsibilities & deliverables, you need to be organized to keep on top of your craft & provide the proper level of service that clients seek from you. – JP Timpano, CPA
- 👉 A simple but needed prayer for all entrepreneurs and business owners... "Dear Lord, please bless my business, in Jesus' name, Amen." – JP Timpano, CPA
- 👉 Caregiving is very tough and stressful in any family. As a caregiver, you need time to refresh and recharge so that you are better able to deal with caregiving challenges and responsibilities. – JP Timpano, CPA

- 👉 As a caregiver, you may encounter another family member who is in denial or fear regarding what is occurring in the family. Seek consultation from eldercare professionals who will guide you as to what needs to be put in place to effectively meet the challenges. – JP Timpano, CPA
- 👉 A power of attorney & healthcare proxy are an absolute must for a loved one you are caring for. They will ensure that proper financial & healthcare measures are in place to take care of the person in need. – JP Timpano, CPA
- 👉 A loved one who is declared by a doctor to be incompetent will no longer be able to sign a power of attorney or healthcare proxy. This is why it is an absolute must to get these in place as soon as possible. – JP Timpano, CPA
- 👉 In addition to a durable power of attorney over financial matters, be sure to contact individual banks, brokerages and other financial institutions who have their own specific forms to establish the proper power of attorney for their accounts. – JP Timpano, CPA
- 👉 Self-employed business owners need to trust their craft, so they can make their business a success. – JP Timpano, CPA
- 👉 Self-employed business owners need to enjoy the process of running their business. Only then can you ride out the valleys that pop up from time to time. Keep a long-range perspective. Be comfortable in your own skin. – JP Timpano, CPA
- 👉 Always do the right thing with respect to your business. Be professional. Be truthful. Be honest. Be complete. Be thoughtful. Respond to people. Don't leave them hanging. Again, do the right thing! – JP Timpano, CPA
- 👉 Always do the right thing with respect to your business. Don't dump or shrug your responsibilities as a professional, but understand where your responsibilities end and where your clients' responsibilities begin. Again, do the right thing! – JP Timpano, CPA
- 👉 An entrepreneur has a long-range perspective. You do not deny the truth, but you seek God on your knees in prayer to get wisdom and direction to make it through the battle. – JP Timpano, CPA
- 👉 The existence of a battle does not define whether the cause is good or not. Battles are what we deal with as we seek the road to victory to achieve success as only God has defined for our lives. – JP Timpano, CPA



- 👉 Don't live in fear. Fear paralyzes you and has no good value. – JP Timpano, CPA
- 👉 As a CPA remember, if you can manage a few dollars you can manage a million dollars. The same principles you learned and follow apply to all individuals and businesses, irrespective of financial size. – JP Timpano, CPA
- 👉 It saddens me to learn when a successful person has been the victim of embezzlement. You need to do what you do best in whatever gifts you have, while at the same time you need a trustworthy & reliable CPA to protect you. I am that person. – JP Timpano, CPA
- 👉 A leader's deep determination or belief to have it the way he or she believes it should be is a legitimate conviction to succeed in any career or business. – JP Timpano, CPA
- 👉 A leader is falsely labelled as simply a fighter or a rebel by others. Being determined or having convictions are necessary positive traits that any leader needs to succeed in desired goals and career paths. – JP Timpano, CPA
- 👉 Hatred is poison for a leader. It drains the leader of all effective power for success. A leader who hates is impotent. – JP Timpano, CPA
- 👉 The best leaders are those who have been criticized or ridiculed by others, yet continue to steer forward in their passion and their walk before Almighty God in the direction He has given them. – JP Timpano, CPA
- 👉 You can't ask God to bless your business when you consciously know you are doing things immoral, unethical or illegal. Repent, do what is right, and God will bless it. – JP Timpano, CPA
- 👉 Do the right thing. If you have a business and you don't have the expertise in a matter, seek an individual who can provide you with the necessary talent to make your business successful. – JP Timpano, CPA
- 👉 Do not be afraid to discuss financial/health/legal matters with a senior individual. I've seen too many times in families when sickness or death occurs that problems arise that could have been solved or eliminated if necessary discussions in advance took place. – JP Timpano, CPA

- ✦ Protect how you want your financial matters handled, your estate distributed, and your healthcare managed. Consider getting a POA, will, and healthcare proxy. They will eliminate unnecessary problems and confusion. – JP Timpano, CPA
- ✦ As a small business owner, continue to remember that God owns your business and that you work for the Lord. – JP Timpano, CPA
- ✦ As a small business owner, use the skills that the Lord has given you to serve others. In this, you do the work of the Lord and you will receive provision for your own daily needs. – JP Timpano, CPA
- ✦ God knows when to send you exactly what you need as a small business owner. He is always on time. Trust Him. God is never in a hurry, but He is always on time. – JP Timpano, CPA
- ✦ Build a bridge to your next client, based on the service you are currently providing to another client. God gives you what you need as a resource for your financial support. – JP Timpano, CPA
- ✦ Make progress with your small business, in that you continue to learn how to trust God for your provision day by day. He will continue to do a good work in you. – JP Timpano, CPA
- ✦ A conscientious tax professional will not give off the cuff tax advice to a client without first reviewing to the government regulations to fully understand the impact to tax law. – JP Timpano, CPA
- ✦ A conscientious professional should respectfully resist all pressure by a client to give quick recommendations without first doing proper due diligence regarding the proper review of regulations and accepted procedures. – JP Timpano, CPA
- ✦ Do everything unto the Lord. For in doing this, you give Praise and Glory to the God who formed you. This is particularly important to those in the service businesses. Serve others, and in this you do the work of the Lord. – JP Timpano, CPA
- ✦ As a reminder, for those who are employees, your work email is for business purposes ONLY. Do NOT use your work email for anything that is personal. This is a matter of security & your financial control. Your employer owns your business email address, NOT you! – JP Timpano, CPA

- 👉 Lesson #1 for the Christian business person: Do the right thing! Don't expect God to bless your business if you are willingly not doing the right thing as it relates to legality, ethics, honesty, or kindness. God will not bless anything He is not Lord over. – JP Timpano, CPA
- 👉 Entrepreneur, whatever business u r in, stick with it. U need to be in it for the long haul. Keep pursuing your dream & vision even when the storms come & even when u don't know where it is taking u. U need 2b true 2 the gifts & talents that the Lord has given u. – JP Timpano, CPA
- 👉 What am I missing? Small businesses are required to keep accounting books and records and to file a yearly tax return. It's not a suggestion, it's a requirement. If you don't know how to do it, get a CPA who can help you with it. – JP Timpano, CPA
- 👉 Small businesses can certainly accept cash payments from clients, but they need to be included in your books & records so that your business accounting is completely truthful & accurate. Anything short of this is fraud. – JP Timpano, CPA
- 👉 A good message to all business men and women: Invite God into your business. Let His presence guide and empower you. – JP Timpano, CPA
- 👉 The best service message you can say as a business person to promote your business... 2 simple words: "I Care". Reassure your client that you are there for them. Support those who seek your professional assistance. – JP Timpano, CPA
- 👉 If you are going to run a business, you need to be 100% committed to it. Give it your all. When you decide not to give it your all, you limit your potential and diminish the satisfaction you can receive from providing a level of service to others. – JP Timpano, CPA
- 👉 You need to be 100% committed to your business. Give it your all. Remember, when you measure with a spoon, you'll receive a spoon. But when you measure with a shovel, you will receive a shovel back. Provide service, and God will supply you with provision. – JP Timpano, CPA
- 👉 I never tell anyone "this is what I would do". My professional perspective certainly has its place and value, but ultimately all decisions need to be laid at the foot of cross of Christ and prayed on for direction. God's ways are always perfect. – JP Timpano, CPA

- Although as a professional your perspective certainly has its place and value, ultimately we need to seek the counsel of God for the timing and direction of all business decisions. God's ways are always perfect. – JP Timpano, CPA
- When dealing with a client I can say what I would do, but I don't always know how God is working behind the scenes in a client's life. As such, all decisions ultimately need to be presented before God for direction, timing and purpose. – JP Timpano, CPA
- As a consultant, your role is not to tell the client what to do. Instead, offer the client with pros and cons of alternative positions and guide the client as to making his or her decision on what options to follow. Consult, do not dictate. – JP Timpano, CPA
- It is very important as a business person to perform regular backups of your data and images of your computers so that you can recover anything when the need arises. It may take time, but it is definitely a needed investment in your business. – JP Timpano, CPA
- In your business, when the need arises to run any system upgrades or updates, make sure that you run a systems backup or image PRIOR to doing so for security, in case something goes wrong and you need to recover your original data. – JP Timpano, CPA
- Corporate 101 lingo – “be a team player”. I don't know what this means. In everything we do we should be a “team player”. It's not a business term. It's a God term. Strive for the common goal of the organization, & don't be concerned who gets the credit. – JP Timpano, CPA
- As a business person, put yourself in the place of those you are serving, your clients. Help them, guide them, and in this you do God's work. – JP Timpano, CPA
- Mean what you say and say what you mean. A simple philosophy to follow in business. Be there for your clients. Go the extra mile. – JP Timpano, CPA
- Treat your employees professionally and with kindness. Encourage them and they will be a great asset for your business. Learn what they do best. – JP Timpano, CPA
- Be truthful, faithful, and honorable in all your business relationships. In this you bring God into your company and serve His purpose. – JP Timpano, CPA

- Remember that as a Christian, the business you are running is to be performed to the Glory of God. That is your goal, to strive to be a servant of the Lord in all that you do. – JP Timpano, CPA
- When you own a business, do NOT co-mingle financial accounts between business & personal. This applies to ANY business: sole-proprietor, partnership or corporation. Your business is a SEPARATE entity. As such, it needs its OWN bank accounts & credit cards. - JP Timpano, CPA
- In business, be sure to confirm all verbal discussions in writing by email, text, or letter. By confirming the discussion in writing, you eliminate all misunderstandings & establish a reference point should any future legal or financial challenges arise. – JP Timpano, CPA
- As a business person, remember that God has equipped you for the work that He wants you to do. At times it may be challenging dealing with clients, but remember the measure of service that you have been called to provide. Carry on! – JP Timpano, CPA
- As a business person, continue to serve, serve, serve. Serve your client with the gifts and talents that God has equipped you with. In this, you do the work of the Lord. – Joseph Paul Timpano, CPA
- The veracity of data that you maintain and collect in your business is of the utmost importance for establishing integrity and accuracy. Remember, garbage in, garbage out. – Joseph Paul Timpano, CPA
- As a business person, continue to practice measures of integrity and good customer service. Always be honorable in what you do. Go the extra mile. Be honest with your clients. Treat others as God has commanded you to do. – Joseph Paul Timpano, CPA
- The quality of your craft and services that you provide to your clientele is the best tool to market your business to others. The greatest compliment a client can give you is a referral. – Joseph Paul Timpano, CPA
- As a business owner, you have a duty to pay your bills on time and meet obligations you have made to others. It's not just about you getting paid from your clients. You are a client to others as well. Be honorable and pay your debts. – Joseph Paul Timpano, CPA

- 👉 Remember as a business owner, the buck stops with you. Although you may have employees & work with outside professionals, you are ultimately responsible for your business, including the requirement to meet all state/federal filings in a timely manner. – Joseph Paul Timpano, CPA
- 👉 Corporate 101 lingo: “Be a Team Player”. I don’t know what this means. In EVERYTHING we do, we should be a “Team Player”. It’s not a business term. It’s a God term! – Joseph Paul Timpano, CPA
- 👉 Be a professional who takes pride in getting the job done right and on time. – Joseph Paul Timpano, CPA
- 👉 As a professional, be a team oriented person. Be responsive to the needs of your clientele and your staff. – Joseph Paul Timpano, CPA
- 👉 Become an experienced, knowledgeable professional who understands the value of customer service. – Joseph Paul Timpano, CPA
- 👉 As a business professional, strive to exhibit excellent organizational and communication skills to support clients who seek out your guidance. – Joseph Paul Timpano, CPA
- 👉 As a consummate professional, always be willing to lend a hand to any colleague or client in need of assistance. – Joseph Paul Timpano, CPA
- 👉 Qualities of being a self-motivated, open, and honest professional are key to becoming a full performer in your business. – Joseph Paul Timpano, CPA
- 👉 It’s easy for a business person to provide service to a client. Just care. – Joseph Paul Timpano, CPA
- 👉 When you enter into an agreement with someone, be honorable to fulfill any commitments that you agreed to make. – Joseph Paul Timpano, CPA
- 👉 What separates you as a professional from others are exemplary standards of service, ethics, integrity, & honesty. Bottom line, remember that potentials clients seek out professionals who respond to their needs & give them the support they are looking for. - JP Timpano, CPA
- 👉 When you run a business, you need to spend time taking care of the bookkeeping & administrative functions on a monthly basis. They are essential to properly managing

your business. If you don't have time to do it, then you need to get support who can assist. – JP Timpano, CPA

- 👉 Managing cash flow for your business is important to sustaining your business. You need to monitor and follow-up on receivables on a regular basis to ensure that you have adequate receipts to fund your payables, salaries, and ongoing business expenses. – JP Timpano, CPA
- 👉 You learn how to run your business by running your business. You can't learn this in a book. It comes by experience. – Joseph Paul Timpano, CPA
- 👉 As a small business owner, remember the buck stops with you. You, and nobody else, is ultimately responsible for the management of your business. – Joseph Paul Timpano, CPA
- 👉 Professionals you seek out can provide you with necessary expertise and guidance to help you run your business, but the bottom line is that you as the owner of the business are responsible for managing your business. – Joseph Paul Timpano, CPA
- 👉 Outside professionals can advise & provide necessary expertise to help you run your business, but don't confuse their role versus your role as the owner of your small business. You are ultimately responsible for your business decisions & management. – Joseph Paul Timpano, CPA
- 👉 When you start a new business, remember you are responsible starting day #1 for setting up & maintaining accounting books & records on a regular basis. Accurate records are required to prepare your financial statements & tax returns. – Joseph Paul Timpano, CPA
- 👉 Small business owners are required to maintain accurate accounting records to support all items reported on their tax returns. Seek out a qualified CPA who can provide you expertise in this area. – Joseph Paul Timpano, CPA
- 👉 Small business owners are required to understand all IRS and State tax reporting requirements and deadlines for their business. Seek out a qualified CPA who can provide you with expertise in this area. – Joseph Paul Timpano, CPA
- 👉 If your business is in the service industry and in general you don't like people, then you are in the wrong business. Successful and fulfilling businesses are run by those who enjoy serving and helping others. – Joseph Paul Timpano, CPA

- 👉 What God has told you in secret is still true, no matter what the current circumstances look like. Remember, as an entrepreneur, you need to continue to walk by faith, not by sight. Be true to your calling. – Joseph Paul Timpano, CPA
- 👉 Very simple. Business owners have a responsibility to daily read their emails, texts, and messenger messages, and to check their voice messages, at least once a day. Anything less than this is poor management for your business and a major fail. – Joseph Paul Timpano, CPA
- 👉 If you are a landlord, remember that you are rental is a business. Plain and simple. Run it like a business. – Joseph Paul Timpano, CPA
- 👉 As a business owner, regardless of what business you are in, NEVER forget or disregard good measures of customer service. Clients seek you out for this and deserve it. Remember, what distinguishes your business from others is customer service! – Joseph Paul Timpano, CPA
- 👉 When you consult a client, listen to the heart of your client & lay down any pride you have in your educational experience. Knowledge does have its place, but you need to let the client talk & guide the client by offering options rather than passing judgement. – JP Timpano, CPA
- 👉 Serve others in your business as the Lord has commanded you, and you will be paid back by the Lord. The Lord will protect, guide and provide for you as you honor Him as number 1 in your business. In Jesus name, Amen and Amen. – Joseph Paul Timpano, CPA
- 👉 Books and records of your business are the beginning source of preparing your business tax return. Keeping books and records is not a suggestion, it is a requirement. – Joseph Paul Timpano, CPA
- 👉 Without having your business books and records, your business tax return cannot be prepared. – Joseph Paul Timpano, CPA
- 👉 A word to business owners: Any & all transactions related to your business need to be posted to your general ledger at the time they take place, & receipts should be kept in your file. This is proper accounting procedures to ensure your financial integrity. - JP Timpano, CPA
- 👉 Keep your business focus on customer service & not on destroying your competition. When your goal is to destroy your competition, your heart becomes hardened & you do



not fulfill God's purpose for your business. God will not bless anything that He is not in. – JP Timpano, CPA

- 👉 As a business person, don't let a bad client experience discourage you. Remember, not all clients will be a good fit with you. – JP Timpano, CPA
- 👉 As a business person, isolate yourself from toxic people. They are a drain on your emotional strength, and they will derail the progress you are making in your business. - Joseph Paul Timpano, CPA
- 👉 As a business person, surround yourself with like kind mentors who can invigorate your professional drive and who can understand and support you in your God given direction. - Joseph Paul Timpano, CPA
- 👉 I counsel clients by offering different solutions to their issues. The challenge arises when clients interject drama, fear, become argumentative and/or passive-aggressive with your counsel. Keep professional & do not get drawn into their toxic behavior. – JP Timpano, CPA
- 👉 Doors open, and doors close. Trust God with the whole process for your business. As a child of God the Lord loves you so much, and promises to give you direction and provision for your business. In Jesus name, Amen and Amen. – Joseph Paul Timpano, CPA
- 👉 A potential client's ability to pay you for services has no bearing on the validity on the business service you can provide. If it does not work out don't doubt your abilities. Wish the prospect well, be encouraged, and move on to the next new client. - Joseph Paul Timpano, CPA
- 👉 There is no such rule that says when you are paid for services in cash that there is not a reporting requirement or that it is not taxable. Be honest and ethical in your business. – Joseph Paul Timpano, CPA
- 👉 As a business person, don't just depend on verbal agreements or procedures. Verbal alone doesn't hold up & cement the proper understanding. Always confirm in writing. Putting everything in writing establishes proper communication & supports your position. – JP Timpano, CPA
- 👉 As a business person, embrace those of like mind who will encourage you and support you in your professional endeavors. Dismiss those who look to break down in you what the Lord has built up. – Joseph Paul Timpano, CPA

- 👉 God will give me the ability to meet every client deliverable that I currently have on my plate, in Jesus name. Amen and Amen. – Joseph Paul Timpano, CPA
- 👉 As a professional, get comfortable in your own suit. Don't allow a client to continuously question or challenge your analytical skillset when providing your service. – Joseph Paul Timpano, CPA
- 👉 As a professional, your analytical skillset requires you to ask your client questions regarding their business practices. The client is then responsible to cease being defensive, and simply respond to the inquiries. – Joseph Paul Timpano, CPA
- 👉 As a professional, you should not get into drama with your client. Your purpose in the client relationship is to provide professional service in whatever talents you have. Plain and simple. Drama has no business purpose. – Joseph Paul Timpano, CPA
- 👉 As a professional, dismiss any drama that the client tries to engage you to participate in. It is a distraction from your professional responsibilities that you were hired to perform. – Joseph Paul Timpano, CPA
- 👉 I understand change, but some things do not change. Proper measures of customer service by an organization to their clients never changes. Businesses need to remember their customers first, not last. – Joseph Paul Timpano, CPA
- 👉 The definition of an argumentative client is one who first seeks your guidance, then turns around, tries to put you on the hot seat, and challenges all counsel that they asked you to provide. – Joseph Paul Timpano, CPA
- 👉 A competent professional knows where his or her professional responsibilities begin, and where they end. Know your limitations. – Joseph Paul Timpano, CPA
- 👉 An ethical professional does not disclose private matters of a client with anyone else. Plain and simple. – Joseph Paul Timpano, CPA
- 👉 Be careful. Clients will try to pull you into their war. Remember, it's their battle, not yours. – Joseph Paul Timpano, CPA
- 👉 Yes, be caring, and empathize with your client, but remember that as a professional you need to maintain separation and integrity. – Joseph Paul Timpano, CPA

- ☛ Sometimes leaders and entrepreneurs need to think out of the box, to keep running their businesses. Don't give up. God will help you find a way.  
– Joseph Paul Timpano, CPA



- ☛ Professionals stay positive, and do not allow negativity from others to infiltrate their spirit. – Joseph Paul Timpano, CPA
- ☛ True leaders do not react to insults and stick to what they know is the truth. – Joseph Paul Timpano, CPA
- ☛ What one person thinks of you does not define you. Only God can define you. – Joseph Paul Timpano, CPA
- ☛ A toxic person is one who seeks your counsel, and then proceeds to put you in a place that they enjoy to rip you apart and argue about all the counsel you are providing. – Joseph Paul Timpano, CPA
- ☛ Whether you relate to people professionally or personally, always be true and honest. Do not be a phony. Don't lie either in your speech or in the manner in which you present yourself to someone. Be honorable. - Joseph Paul Timpano, CPA
- ☛ Very simple. If you are a service professional & you don't like dealing with people, then you are clearly in the wrong business. As a service professional, you need to care about your clients, go the extra mile, & above all, SERVE your clients!  
– Joseph Paul Timpano, CPA
- ☛ Get a yearly credit report. Check out to see if anyone has used your identity to get a loan or credit card. You may not be notified by a protection service if an account opened up in your name is current. Remember, you don't know what you don't know.  
– Joseph Paul Timpano, CPA

- 👉 As a business person, the greatest thing you can provide to your client is service. Plain and simple. It amazes me how many professionals these days seem to forget their basic responsibility! – Joseph Paul Timpano, CPA
- 👉 Your professional gifts and talents will be visible to others as you continue to serve the Lord by serving your clients. – Joseph Paul Timpano, CPA
- 👉 The humble and ethical business person will continue to be seen by others as a valuable resource that they seek after to meet their needs. Continue on your walk before God. – Joseph Paul Timpano, CPA
- 👉 Simple rule of thumb to anyone who is in any type of service business: Be nice to your customer. Drop the commanding and bossy tone, and put on a smile. Be kind. Be respectful. Adopt a servant attitude. – Joseph Paul Timpano, CPA
- 👉 Don't assume that intelligent people do not need emotional support. Intelligence and emotions come from two different places in a person. – Joseph Paul Timpano, CPA
- 👉 Keep in character. Put aside the distractions. – Joseph Paul Timpano, CPA
- 👉 Be a team player. Takes great pride in your work, and extend yourself outside your position to offer help to your clients when needed. – Joseph Paul Timpano, CPA
- 👉 Be an experienced, knowledgeable professional who understands the value of customer service. – Joseph Paul Timpano, CPA
- 👉 Promptly respond to all client questions. Treat all clients as valued customers, as you need to value all of your client relationships. – Joseph Paul Timpano, CPA
- 👉 As a business professional, seek to be open, honest and congenial with your clients to demonstrate that you are a full performer, a team player and a great service asset. – Joseph Paul Timpano, CPA
- 👉 Whether you are in business or just personally, respect someone else's privacy. I know of several people who just don't get this. They swear up & down that they are not gossiping, but their actions speak louder than their words. Keep private matters private! – JP Timpano, CPA

- 👉 Businesses, when creating their websites, need to put themselves in the position of their audience – i.e., their clients. Information in their websites should be presented clearly and accurately for their clients to easily understand. – JP Timpano, CPA
- 👉 Listen not only with your ears, but with your heart. – Joseph Paul Timpano, CPA
- 👉 Stay professional. Dismiss toxic individuals. Do not respond to their level. Stay professional. – Joseph Paul Timpano, CPA
- 👉 A successful business professional will go into a difficult situation, whatever it is, and organize it to a complete resolution. Then your value will need to be reimbursed over and above the resolution you provide. – Joseph Paul Timpano, CPA
- 👉 Be honest in business and become a team member with vast knowledge and tactical implementation of leading-edge and practical solutions. – Joseph Paul Timpano, CPA
- 👉 Become an experienced, knowledgeable professional who understands the value of customer service. Your responsiveness to client needs and related expertise will be most appreciated by those whom you serve. – Joseph Paul Timpano, CPA
- 👉 As a business professional be meticulous, well prepared and personable, always operating with complete integrity. By this you will be a first-class addition to any organization you serve. – Joseph Paul Timpano, CPA
- 👉 Honest and capable financial professionals will naturally become a trusted advisory to clients whom they serve. – Joseph Paul Timpano, CPA
- 👉 A successful business professional is one who is very detailed oriented, possess excellent organizational and communication skills, and thinks strategically and creatively. – Joseph Paul Timpano, CPA
- 👉 Take pride in getting the job done right and on time. – Joseph Paul Timpano, CPA
- 👉 Excellence in business requires dedication to your peers and management at all levels in an organization. – Joseph Paul Timpano, CPA
- 👉 A proficient professional is a self-motivated individual who thrives in a position where you can be creative and contribute your vision to better a process. – Joseph Paul Timpano, CPA

- Full performers and team players often extend themselves outside their current professional position to offer assistance to others when needed. – Joseph Paul Timpano, CPA
- Show yourself to be a committed and confident manager. You will earn respect from both your customers and your work colleagues. – Joseph Paul Timpano, CPA
- Clients will seek out a professional who possesses a clear and succinct communication style in any high-pressure environment. – Joseph Paul Timpano, CPA
- A successful business professional is one who is an organized, efficient and extremely competent contributor. – Joseph Paul Timpano, CPA
- True leaders do not get swayed by emotions that change every day. True leaders are fueled by drive, purpose and direction of the Lord. We walk by faith, not by sight. – Joseph Paul Timpano, CPA
- True leaders are those who keep their eyes of the Lord and are not swayed by temporary setbacks. – Joseph Paul Timpano, CPA
- A true business leader can see talent in those who support his or her purpose in being a servant to a client. – Joseph Paul Timpano, CPA
- Care and Serve. Two exemplary goals for your business. Simple, yet profound. Every business owner needs to commit to these objectives. – Joseph Paul Timpano, CPA
- When you own a business, as I do, it is a requirement to serve your client with the best care you can give. Go the extra mile. In this, you serve as the Lord has commanded you to do. Do your work with excellence. - Joseph Paul Timpano, CPA