



***From the Desk of
Joseph-Paul Timpano, CPA***

Commentary from the President of JPT Financial Solutions, Inc.



JPT FINANCIAL SOLUTIONS, INC.
accounting control consultants & solutions specialists

Advisory • Tax • Accounting

Web: www.jptfs.com eMail: jptfs@jptfs.com Tel: (201) 996-9854 Fax: (201) 996-0874

Twitter: [@JPT_Financial](https://twitter.com/JPT_Financial) LinkedIn: <http://www.linkedin.com/in/josephpaultimpanocpa>

Facebook: <http://www.facebook.com/pages/JPT-Financial-Solutions-Inc/153215051373985#!/pages/JPT-Financial-Solutions-Inc/153215051373985?sk=info>

Professionals Governed by a Spirit of Service

May 9, 2011

Over my career I've worked with many types of professionals. Some professionals were my employees in my accounting practice while others worked for me when I was an employee in private industry. Then there were those professionals who were not my employees but were my associates in various working engagements and organizations.

Professionals who impress me the most are those people who are governed by a spirit of service. Such people always appear to go out of their way to give assistance, where in reality it is not an inconvenience for them to serve without any pretense. Such people work in a spirit of love where they give it their best to help and therefore produce a quality product. They serve not with the concern to impress their supervisor but rather are focused on doing their best and put themselves in the position of being the recipient of the work they are doing. They treat you as they would want to be treated.

Such professionals do not need to possess the sharpest skill-set to succeed in your business. Yes, professionals who work for you need to possess needed craft and related skills that come from years of study and work experience, however a person who possesses a spirit of service is a keen asset for your organization. Such professionals as employees are workable for your company because they

are willing to be molded as needed. Their work intent and ethic is fantastic, and as such they become an asset to your business which is a key to your success.

The heart of service also applies to business owner as well. Business owners need to set the tone with their clients and with their employees who support their clients.

A profitable business requires professionals in your organization who have a good heart. Such professionals are willing to go the “extra” mile for a client. Many times people think this is an “extra” mile. How sad! I consider this the “essential” mile!

Professionals who have a heart of service are individuals who do what they say they will do – truthful, honorable and well respected client service providers and employees. A business owner with such employees doesn’t need to worry about getting more clients. When your employees do their best in the spirit of service and love your clients will be happy and naturally will want to recommend your services to others. And why wouldn’t they?

Employees who have willing hearts are like precious gems for any business owner. Such employees are teachable and workable. They will want to gobble up all that the business owner has to offer them. A business owner should not only look for an employee who is all book-smart or who only possesses a superb craft skill-set. It is just as important for the owner to seek out an employee who has a heart of service. Perhaps colleges and universities should add a course on service to their curriculum!

A handwritten signature in black ink, appearing to read 'Joseph-Paul Timpano', with a long horizontal line extending to the right.

Joseph-Paul Timpano, CPA

“From the Desk of Joseph-Paul Timpano CPA” is a publication of JPT Financial Solutions Inc. Please feel free to forward this publication to a friend or associate who may find it beneficial.

At JPT Financial Solutions, we are Accounting Control Consultants & Solutions Specialists who provide Financial Process Coordination & Troubleshooting, Internal Control Standards Development, Strategic Planning & Analysis, Business Consultation, Personal Finance Coordination, Tax Preparation, and General Accounting Services to Business & Consumer Clients.

We specialize as key internal consultants, bringing exemplary analytical & problem solving skills, acumen, & expertise to improve bottom line performance, and cultivate a one on one personal niche and relationship to uncover & resolve reporting & financial management issues, weaknesses in internal control, lack of organization & coordination, and budget & planning deficiencies.

Circular 230 Notice: IRS Regulations require us to advise you that, unless otherwise specifically noted, any federal tax advice in this communication (including any attachments, enclosures, or other accompanying materials) was not intended or written to be used, by any taxpayer for the purpose of avoiding tax-related penalties imposed under the Internal Revenue Code or any other applicable state or local tax law provision; furthermore, this communication was not intended or written to support the promoting, marketing or recommending of any of the transactions or matters it addresses.