



"Initiating change rather than reacting to events"

ARE YOU GETTING THE BEST DEAL FROM YOUR ACCOUNTANT?

Marsland Nash Associates
Chartered Tax Advisers, Accountants & Business Consultants

- WE ARE DIFFERENT
- WE ARE TRULY PROACTIVE
- WE ARE TAX SPECIALISTS

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Introduction

Your accountancy service should be an *investment* for you and not a cost.

It's important that you consider that you get a return on your investment and that you get more than simple compliance work but also a proactive, added value service. It's not simply about how much you pay, but whether you get value for what you do pay.

Your accountant needs to be part of your team. Service levels need to be exceptional, advice wide and deep, and tools need to be offered to assist you.

Your accountant should take the lead in navigating you through the complex legislative changes that are constantly being thrown at us in the modern age. They should inform you of when things need to happen and how.

The service they offer should be tailored to you, as a good deal for one person may not hold the same value for another. Choice is important rather than a one size fits all approach.

Fees should be transparent, fixed in advance where possible, and flexible payment terms should be offered. You should be able to contact your accountant at any time without fear of receiving a bill for it.

Your accountant should understand the current tax legislation in full detail, and go to the Nth degree to ensure that you are both taking advantage of it, as well as not falling foul of it.

Please review the comparison table below in order to rank us against your current accountant.

COMPARE ACCOUNTANCY DEALS

Use this table to assist you to in finding out if MNA can offer you a better accountancy deal.

Please feel free to call and speak to us about any of the services we offer for more details.

Area of Service	Detail	Does MNA offer this?	Does your current Accountant offer this?
1. Free Initial Meeting	Did they offer a free, unlimited time, initial meeting and advice, at a location of your choice?	Yes	
2. Proactivity	Do they always think "outside the box" when dealing with your affairs? Do they offer wide and deep advice before you ask for it? Do they run events for upcoming changes? Do they control your tax bill by telling you what needs to be done BEFORE you ask?	Yes	
3. Communication	Do they use simple terms, can you understand letters and emails from them? Do they speak in an informal, friendly and approachable way?	Yes, we strive to.	
4. Contact	Do you get regular contact from them, during the year as well at year end? Do you get newsletters, reminders and updates relevant to you?	Yes	
5. Turnaround times	Do they offer agreed timescales on completing your accounts when you bring the records in?	Yes	
6. Service standards	Do they actively seek feedback on their service and always look to improve the service they give?	Yes	

Area of Service	Detail	Does MNA offer this?	Does your current Accountant offer this?
7. Bespoke service	Do they look to tailor the service they give to your specific needs? Do they understand you and your businesses goals?	Yes	
8. Tax Planning Specialism	Are they qualified tax specialists? So they always looks to legitimately reduce your tax bill? Do they have a full, detailed, understanding of the ever changing tax legislation? Are you happy you are not losing money due to lost tax planning opportunities? Are they exploring not just regular tax, but every area of your tax commitment?	Yes	
9. Tools	Can they provide you with bookkeeping software and training?	Yes	
10. Payment terms	Do they offer payment by standing order, direct debit or card?	Yes	
11. Fee structure	Do they offer FIXED FEES agreed in advance? Do they offer menu driven fee structures? (Rather than time based billing which rewards them with inefficiency and gives you total uncertainty over costs).	Yes	
12. Phone calls and emails	Do they offer FREE incidental telephone and email advice, rather than charging for everything no matter how small?	Yes	

Are you getting the best deal from your accountant?

Area of Service	Detail	Does MNA offer this?	Does your current Accountant offer this?
13. Price	Do they offer value for money? Are they not the cheapest, nor the most expensive? But charge what they need to charge to be able to offer you an exceptional service?	Yes	
14. Payroll & Bookkeeping Bureau	Can they offer to run your payroll and bookkeeping for you via dedicated bureau's, to free your time to spend on your business or family?	Yes	
15. Response Times	Do they return your calls & emails within a short space of time, and do they always aim to reply without being chased?	Yes	
16. Depth	<p>Depth is about very detailed exploration. Many accountants, due to lack of time and/or knowledge can fail to push your planning as far as it can legitimately go.</p> <p>e.g. Does your accountant thoroughly explore your home as office claim, or analyse in detail the special capital allowances available on your assets?</p>	Yes	
17. Enter your own here			
18. Enter your own here			
19. Enter your own here			
TOTAL YES COUNT			