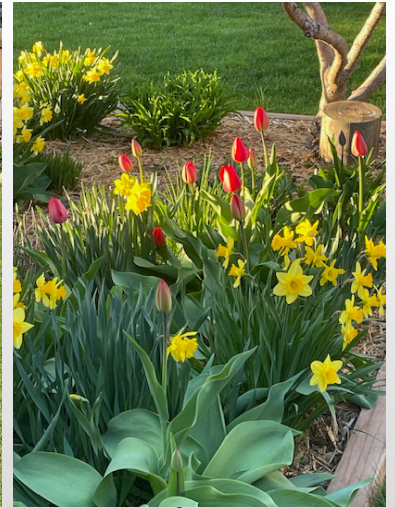
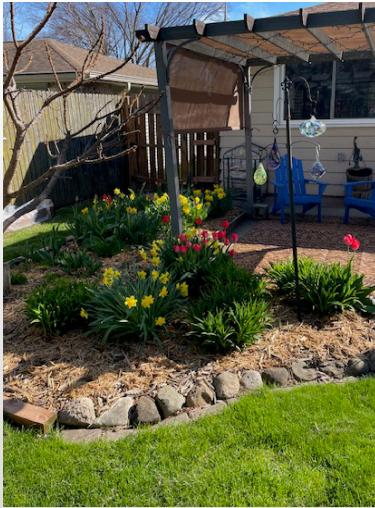


THE FINANCIAL EDGE

May 2025



TIME FOR RENEWAL

Personal comments by Mary

May is the month for me to reset my life. The rush and demands of tax season are over. I've had a chance to take a deep breath and recharge for the next quarter. Now, I look to the future and think about how we can best support our clients. As I glance out my window, my spring garden is in full bloom. That alone gives me hope—hope that now is a time for renewal, and that much success is just ahead.

I am a perennial gardener. In March, my garden beds are brown—filled with leaves, old mulch, and dead plants. In April, I pull back the brown, waiting for the green. Then, in early May, my garden comes alive. On Mother's Day, it bursts with color: deep green grass, bright yellow daffodils, and splashes of red, orange, and purple tulips. Once that first wave passes, I wait for early July, when the day lilies take the spotlight. Their sunshine yellow, streaks of red, and hints of orange dance atop the

green foliage in the breeze. It's a fantastic picture.

Back at the office, we're gathering information to complete the returns that didn't make the April 15 deadline. We're catching up on bookkeeping for some clients and reviewing financials for others. To me, this is where the fun begins. We get to use our knowledge to help those we serve succeed—to help them find their own renewal.

I've discovered that, with a bit of fine-tuning, financial statements can reveal new opportunities for abundance. The challenge lies in finding the where and the how. As I think about the success of my garden, I think about the success of our clients. Together, we'll take one step at a time to renew both energy and results!

Mary Guldán-Lindstrom



"Renewal requires opening yourself up to new ways of thinking and feeling."

~ Deborah Day

"Improving the lives of small business owners" **FOCUS CPA Inc**



"I have worked with institutional accountants in the past. Without exception, they were so focused on their specialty, that they didn't even realize there were other opportunities to help their client, whether that be personal, planning, etc. It seemed as though their job was to do what was asked and get out the door to work with the next client, instead of offering a full suite of services. Mary has a much more broad skill set that covers far more ground and does that with a personal and friendly approach!"

*Greg Lake, Former President
Lake Companies, Inc*

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THE BOOK REVIEW

Pages: 193 | Published: 2009

TITLE: The Checklist Manifesto

AUTHOR: Atul Gawande

TOPIC: Organization

EASY TO READ: \$\$\$\$ (4 out of 5 dollars)

**APPLICABLE TO
SMALL BUSINESS:** \$\$\$\$\$ (5 out of 5 dollars)

Summary: This book was written with a medical focus. The author took a common checklist and used it to change lives, literally keeping more people alive. The book has a medical focus, but does delve into other applications. The stories are very interesting and great examples along with statistical support that checklists help. The authors in depth knowledge addressed who is best to use the checklist and discussed “do - confirm” verses “read-do” type of checklist.

My recommendation: This is essential reading for those who like order and consistency. I love checklists, both personally and for business. They clear my mind from mundane tasks and provide a reminder of what needs to be done. The author combines importance with efficiency when creating a checklist. Keeping it to a minimum to ensure it is used.



BEWARE OF TAX SCAMS

Scammers work very hard to try to steal money and personal information. Please be alert of these common scams to avoid losing your money and your personal information.

SOCIAL MEDIA

The IRS has recently seen schemes that encourage people to submit false, inaccurate information in hopes of getting a refund or taking advantage of a credit, such as the Employee Retention Credit and the Fuel Tax Credit. Taxpayers should always remember that if something sounds too good to be true, it probably is.

BOGUS SELF-EMPLOYMENT CREDIT

A non-existent “Self-Employment Tax Credit” is being promoted that is misleading taxpayers into filing false claims. Promoters market it as a way for self-employed people and gig workers to get payments of up to \$32,000 for the COVID-19 pandemic period.

In reality, the underlying credit is not called the “Self-Employment Tax Credit,” it’s a limited tax credit called the “Credits for Sick Leave and Family Leave”. Many people simply do not qualify for these credits, and the IRS is closely reviewing claims coming in under this provision.

ONLINE ACCOUNT HELP FROM THIRD-PARTY SCAMMERS

Some pose as a “helpful” third party and offer to help create a taxpayer’s IRS Online Account at IRS.gov, but their real goal is to steal personal information. Taxpayers should access their account directly through IRS.gov.

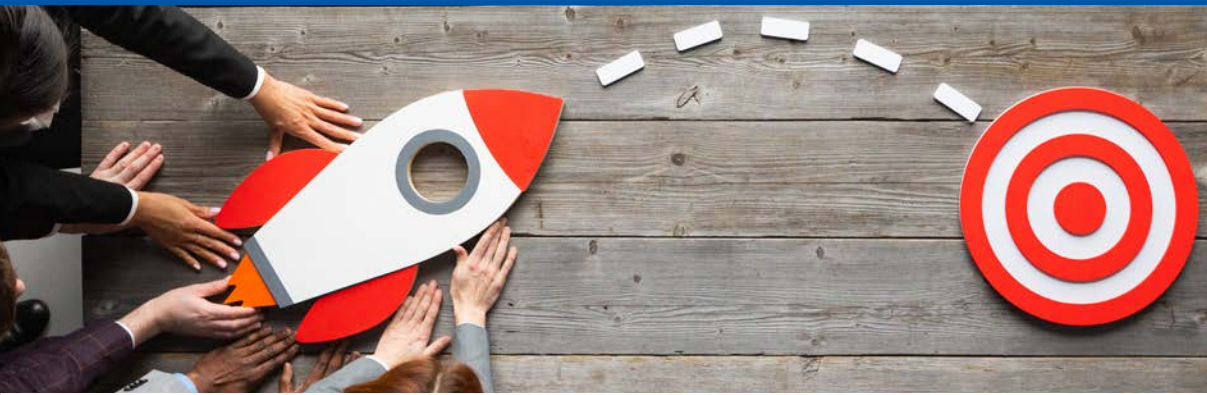
PHISHING

Taxpayers and tax professionals should be alert to fake communications posing as legitimate organizations in the tax and financial community, including the IRS and the states. These messages arrive in the form of an unsolicited text or email to lure victims into providing valuable personal and financial information that can lead to identity theft.

OFFER IN COMPROMISE MILLS

Offers in compromise are an important program to help people who can’t pay to settle their federal tax debts. But those that aggressively promote offers in compromise in misleading ways to people who clearly don’t meet the qualifications, often costing taxpayers thousands of dollars. You can check your eligibility for free using the IRS Offer in Compromise Pre-Qualifier tool.

Information provided by the IRS



FINDING YOUR DREAM

By Mary Guldán-Lindstrom CPA

Many people start their own business to take control of their life—or to escape someone else's control. Many do it for the freedom to live by their own rules. Ideally, having your own business is a great opportunity to live your dream. In my experience, though, the real challenge is defining that dream—your dream.

Napoleon Hill wrote the book *Think and Grow Rich*. One of his lessons was to create your vision of success in your mind—then take action to bring it to life. Every day, we're bombarded by someone else's version of success. Just pay attention to the next commercial you see. It takes dedication and discipline to tune out outside influences, give yourself permission to dream, and listen to your inner voice to discover your own joy.

In 2004, I started building my dream business. It began as an ideal job. In 2012, I officially started building a business. Every year, I refine it. The hardest part, I've found, is developing a clear vision of what success truly means to me.

If you're just getting started, here are two exercises that helped me clarify my dream:

1 IF YOU HAD ALL THE RESOURCES YOU NEEDED, WHAT WOULD YOU DO?

Assume you have the financial resources, the time, the education, the staff, and willing customers.

- Take away all restrictions and limitations. This one can be surprisingly challenging—many of our limitations are unconscious. I'm too old to change. I wasn't born into the right family. Sound familiar?
- What would you like to accomplish? Steve Jobs wanted a computer in every home. What do you want?
- How would you use your unique gift?

2 DESIGN YOUR IDEAL DAY

Close your eyes and start a movie in your mind. You're waking up—where are you living? What's the weather like? What time is it? What do you see? What do you hear? Can you smell coffee brewing or bacon frying? Are you working? Where do you work?

Walk through the next 24 hours. Write it down. Refine it from time to time.

As you create these new images, you begin making small decisions that move you closer to your vision. You become aware of opportunities that might have passed you by before. You conserve your time and energy by letting go of choices that don't align with your path.

This process has worked beautifully for me. In 2014, I decided to take my African safari—a trip that had been on my bucket list for years. I did my research. I gathered travel magazines, read books, and explored my options. There were so many choices! I had to narrow it down and figure out what I truly wanted. What time of year? Which part of Africa? What did I want to see?

Eventually, I created a basic itinerary and even recruited my boys to go with me. Due to the cost, I had to scale back the trip—but once I booked it, the magic started to happen.

My son met a friend whose family lives in Kenya and owns several safari lodges. With his help, I ended up with the trip of a lifetime. It far exceeded what I imagined, yet it fulfilled everything I had dreamed of.

Every day, we make choices—and those choices shape our lives. Instead of just moving faster or staying busy, pause. Take the time to build your life with intention.

Do you want to improve your cash flow and financial results?

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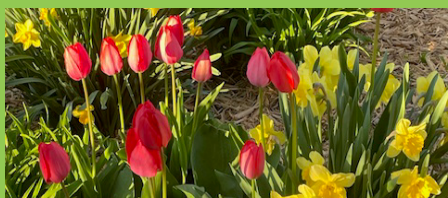
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A LITTLE HUMOR FOR MOM

A man observed a woman in the grocery store with a three year old girl in her basket. As they passed the cookie section, the little girl asked for cookies and her mother told her no. The little girl immediately began to whine and fuss, and the mother said quietly, "Now Monica, we just have half of the aisles left to go through; don't be upset. It won't be long."

Soon they came to the candy aisle, and the little girl began to shout for candy. And when told she couldn't have any, began to cry. The mother said, "There, there, Monica, don't cry—only two more aisles to go, and then we'll be checking out."

When they got to the check-out stand, the little girls immediately began to clamor for gum and burst into a terrible tantrum upon discovering there'd be no gum purchased. The mother patiently said, "Monica, we'll be through this check out stand in 5 minutes and then you can go home and have a nice nap."

The man followed them out to the parking lot and stopped the woman to compliment her. "I couldn't help noticing how patient you were with little Monica," he began. Where upon the mother said, "I'm Monica...my little girl's name is Tammy."

Author Unknown. Found on mirthandmotivation.com