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significant component of your offerings?

For professional accounting firms, payroll services have been somewhat of a roller coaster ride over the past couple of decades, and many firms are eagerly diving back into the client service.

Why? Because this core need of businesses of all sizes is still a great client relationship strengthener and, perhaps just as importantly, because technology has finally caught up to the needs of professional firms, making managing multiple, dozens or even 100+ client payrolls not only possible, but very profitable. Yes, payroll is becoming a core revenue center, with the result that many firms are taking back their client relationships from the big national service bureaus.

In our September issue, we will offer our annual review of professional payroll management systems (which will be available online and in print), with categories of payroll systems that can suit the needs of any firm, whether you prefer to let your clients do most or all of the work, or if you want your staff to cover all the bases, and variations in between.

In the meantime, let us know what your perspective is on payroll services and what you'd like your payroll programs to do better.

Payroll

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