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Getting into the payroll business can be a major change to the business plan of an accounting firm, but it is also one that can provide great dividends. In addition to the added revenue stream, payroll services can strengthen relationships with clients, making them always aware of the presence and importance of their professional accountant, as well as providing them with more personalized service than they might receive through a traditional national service bureau.

Service Bureau Style payroll programs offer a variety of methods by which to offer these services, from completely processed by the accountant, to outsourced systems that enable the accountant to make use of the extensive resources of major national payroll service bureaus. The right model is the one that most closely fits the capabilities and resources of the accounting firm and the needs of its clients.

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