

As Seen In... Forbes, December 22, 2008

AIM Enterprises, Inc.

We'll Take Care of Your Accounting Needs While You Take Care of Your Business



With 50 years' combined experience in perfusion billing, Patricia Reckers and her staff pride themselves on the highest level of accounting service. The staff is trained in the latest billing and accounting software to ensure every claim and account is properly managed from intake to final deposit.

Instead of chasing down accounts receivable or wrangling with insurance companies over unpaid claims, wouldn't you rather focus on growing your business?

That's the premise behind AIM Enterprises, Inc., which provides outsourced accounting and controller services and third-party medical billing to small to midsize businesses throughout Arizona.

"A dedicated staff of ten employees contributes to the efficiency of our day-to-day operations," says Patricia Reckers, president of the Tempe-based firm.

An accountant with Big Four accounting experience and 12 years in medical billing, Reckers started the firm in 1996 at the request of a perfusion client in need of better billing performance. (Perfusionists operate the heart-lung machine during open-heart surgery.) Today, two large perfusion companies in Arizona are clients. These companies, along with AIM's newest client, Orthopedic Surgeon, Sumit Dewanjee, M.D., are benefiting from AIM's proprietary billing process. The firm also sells cardiovascular supplies to most Phoenix area hospitals.

"Our better billing knowledge has dramatically improved our perfusion clients' cash flow and allowed them to increase monthly billings without increasing their caseloads," Reckers says.

Always looking to take on new challenges, Reckers recently expanded the medical supply side of the firm by becoming a distributor for a postoperative pain pump, a new product from Zone Medical. In addition, AIM recently accepted a nonprofit client, WM Symposia, Inc. "I look forward to setting up more accurate and timely accounting records for them and updating some of their procedures," says Reckers, who recently completed a three-year term on the board of directors of another nonprofit, the Tempe Community Action Agency.

"Opportunity knocks all the time, but you have to be ready for it," Reckers says, quoting the late author Louis L'Amour. It's an apt motto for this enterprising accountant and her thriving firm.

Like Mother, Like Daughter... and Daughter... and Son

It's the lament of so many parents: Tell your kids what you want them to do, and they're sure to do the opposite.

Pat Reckers's experience has been different, though. Maybe that's because, when her three kids were growing up, she told them they "could be whatever they wanted to be, do whatever they wanted to do."

So what did they decide to do? Become accountants.

Her oldest, Brian, 26, has a master's in accountancy from Notre Dame and works for PricewaterhouseCoopers in Chicago. Colleen, 23, also has a master's in accountancy from Notre Dame. She just started with Ernst & Young, working in its Phoenix office. And 20-year-old Ashley is majoring in accounting at Arizona State.

And, yes, Reckers's husband is an accountant too — he's a professor of accounting at ASU and a vice president of the American Accounting Association.

"We're really an accounting family," she says.



Pat Reckers, president with Sue Luketich, director of sales, displaying one of their pain pumps.



5801 S. McClintock Dr., Suite 110 • Tempe, AZ 85283

480-777-0607 • www.aimenterprisesinc.com