



DIVERSIFIED STRATEGIES BUSINESS SUPPORT CENTER

"We bring balance to your business"

A MESSAGE FROM THE PRESIDENT

THANK YOU!



2016 has certainly been an eventful year and I just wanted to thank all of you for standing by me. There have been many changes done and in comparison with last year 2016 definitely takes the cake for changes. Like many things in life, change is inevitable. I just wanted to take this time to say thank you for your loyalty and support.

Have a merry Christmas and a very happy new year!

A MESSAGE FROM ACCOUNTING

AVOID THE END OF THE YEAR PANIC!

One of our primary goals as your accounting professional is to help you avoid any YEAR-END panic as a business owner. Here are three specific ways that we do this for you:

1. We have all your entries done for the year so you don't have to play CATCH UP at the end of the year when you want to enjoy the Christmas holiday.
2. We walk with you during the year so that you don't "fly blind"; then you will know where you are financially and can make wise year-end decisions.
3. We advise you with year-end transactions that will reduce your taxable income and insure that you have no compliance issues.

So PLEASE do not hesitate to call and schedule your year-end Sounding Board Session.

Happy holidays from your Diversified Accounting Staff.

INSIDE THIS ISSUE

New Friends	2
Tax Updates	2
Our Christmas Gift	3
Sounding Board Sessions ..	3
Discounts and Sales	4

SPECIAL POINTS OF INTEREST

- Tips to make 2017 a more successful year for your business.
- What to bring for your taxes
- Investment Opportunity
- Events for 2017
- Are you prepared for the inevitable?

TIPS TO MAKE 2017 A SUCCESSFUL YEAR FOR YOUR BUSINESS

- Complete your quarterly sounding board session
- Stay organized!
- Get your estimated tax payment done, if you believe you will owe.
- Network with other business owners to get a new perspective
- Set and accomplish goals
- Get your employees W9s as soon as possible
- Do NOT procrastinate
- Be prepared for anything
- Don't forget to relax!

WHAT TO BRING FOR YOUR TAXES:

1. ID, Social Security Card
2. Proof of Residency for a child (if applicable)
3. W2 and 1099s
4. Health Insurance information for 2016
5. Previous tax return, if you are new client

CHANGES AT DIVERSIFIED STRATEGIES

In the last few months, we have made several changes to our staff. We have gained two new faces: Crystal Exum and Mary Lantier. We are so excited to have them and enjoy having them apart of our team. They each bring something unique to the table that can better suit your needs.

Crystal is a part of the accounting department and she is a Hampton Roads native. She has a bachelor's degree in Accounting from Norfolk State University. Her background in accounting includes working as a staff accountant for a large property management company for seven years in Atlanta, GA. She currently resides in Chesapeake with her husband and daughter.

Mary is our tax preparer and comes to us from Jacksonville, Florida. She has a rich history of working with taxes starting her career off at Jackson Hewitt for three years, then working for the IRS for twelve years before relocating to Virginia. She loves cats and really enjoys working with people and providing them with quality services.

We just wanted to take the time to welcome these ladies to our family.

“Without change there is no innovation, creativity, or incentive for improvement. Those who initiate change will have a better opportunity to manage the change that is inevitable.” William Pollard

INVESTMENT OPPORTUNITY

As many of you know, we are often working towards making sure Diversified Strategies is growing and expanding. We would like to offer you a chance to be apart of that growth that we are striving for.

By investing in us, we can better invest in you. For more on investing in Diversified Strategies, please contact the office at (757) 201-3091.

\$5,000.00 Minimum

Serious Inquires Only

TAX UPDATES FOR 2017

There have not been many changes for this upcoming tax season, below you will find the changes that are most pertaining to you.

Delayed refunds for returns claiming certain credits.

Due to changes in the law, the IRS can't issue refunds before February 15, 2017, for returns that claim the EIC or the Additional Child Tax Credit. This delay applies to the entire refund, not just the portion associated with these credits. Due to the time it generally takes for the banks to process deposits we are looking at around February 27 for the first deposit of these returns.

Disallowed Child Tax Credit and Additional child Tax Credit.

If you take these credits and are not eligible to take them, you may not be able to take the credit in the future for up to 10 years.

Personal Exemption.

This has increased to \$4050. However the amount is reduced if your adjusted gross income is more than:

\$155,650 if married filing separately

\$259,400 if single

\$285,350 if Head of Household or

\$311,300 if married filing jointly or qualifying widow

Standard Mileage rates.

Business usage rate is 54 cents per mile

Medical and Moving usage rate is 19 cents per mile

Foreign Source Income.

If you are a US citizen with income from sources outside the United States (foreign income), you must report all such income on your tax return unless it is exempt by law or a tax treaty.

Itemized Deduction.

You may not be able to deduct all your itemized deduction if your adjusted gross income is more than the limits stated above.

WALK-INS FOR TAX PREPARATION WILL BEGIN JANUARY 23RD, OTHERWISE IT IS BY APPOINTMENT UNTIL THEN.



OUR CHRISTMAS GIFT

This year for Christmas, instead of us throwing a party or exchanging gifts, we decided that we wanted to give. Thanks to Crystal Exum and Nikki Sylva, they were able to find a place that was in need. We decided to donate gifts to The Memory Center off of Old Donation Road for people living with dementia. It was a great feeling being able to give and do our part in the community.

We gave about 30 bags filled with various items including non-slip socks, blankets, toothbrushes, tooth paste, crossword puzzles, and tissues. Unfortunately, we were not able to greet the patients due to it being flu season, but it was still a rewarding experience. They have a great facility and we cannot wait to go back next year.

Special thanks goes out to Lisa (pictured above) at the center for having us and allowing us to do our part to make their patients have a better Christmas.

SOUNDING BOARD SESSIONS

Sounding board sessions are a very important part to knowing what is happening with your business. They allow you to get a better understanding of what your numbers means and how your business is doing.

We want to make sure that your business is successful and we cannot do this alone. We need you.

Therefore, starting January 1st, 2017, if you do not schedule your QUARTERLY sounding board session, you will receive a \$100.00 fee added to your invoice for that quarter. If you do schedule your session and cancel it without a re-schedule. It will result in \$100.00 fee. No more than \$100.00 will be charged per quarter.

We see the value in you and we want you to see the value in us.

EVENTS FOR 2017

B2B Meetings

Every Wednesday morning from 6:30 until 8:30, we host a B2B meeting that is part think tank and part bible study. Where we learn how to incorporate biblical principles in our everyday operations. As well as learn from other business owners and gain tips to be more successful. B2B is about embracing your fellow business owner and creating connections that could last a lifetime.

BINGO!

A Hope 4 Tomorrow, Inc. currently hosts bingo games at Cleveland Street Bingo Hall every Monday morning, Friday morning, and Friday night. The funds are used to better advocate for those people living with AIDS/HIV, those at risk for the disease, and to educate.

Various Events

We will be hosting various events starting May 2017 that will help benefit business owners on their journey to be successful. The events were a huge success this past year.

If you have an event that you would like to be advertised in our newsletters, please contact Jameika Simmons at (757) 201-3091 or via email at jameika@divstrategies.com

**ARE YOU PREPARED
FOR THE INEVITABLE?**

2016 has definitely been one for the books when it comes to the lost of our favorite celebrities . As our clients we care and we know that life insurance is important to have the coverage for your family after death. If you do not have any insurance, please give us a call at (757) 201-3091 to discuss your options.

CURRENT SALES AND DISCOUNTS

Diversified Strategies Business Support Center

End of the Year Sale

(757) 201-3091

<p>Two Months Free Bookkeeping</p> <p><small><i>This offer is only valid for business closeout. New clients only with a 12 month contract. Exclusions May Apply.</i></small></p>	<p>\$25.00 Off Tax preparation</p> <p><small><i>Offer valid for personal taxes only and cannot be redeemed for business taxes. Exclusions May Apply.</i></small></p>
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This promotion allows for new clients to get two months free for closing out their 2016 books. They will also be able to receive a \$125.00 referral payment if they refer a friend to us. This promo also allows for new clients to get \$25.00 off their return. Returning clients can receive a \$25.00 referral payment, when they refer a new client.

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Tax Season Hours
Monday—Friday
8:30am until 8:30pm
Saturday
9am until 5pm

