

## **CPA Talking Points for Builders**

- 1. What is the best way to breakdown my overhead expenses, equipment costs and job costs in my Chart of Accounts for tax reporting?**
- 2. Based on my overhead expenses and sales targets from last year, what margin should I be charging on my projects to make sure I'm profitable?**
- 3. Based on my business structure, should I track job costs to a Cost of Goods Sold account or to a WIP asset account?**
- 4. Can I improve my quarterly tax liability by tracking Job Costs and income as asset/liabilities rather than COGS and doing a monthly/quarterly journal entry to transfer to COGS and revenue?**
- 5. How can you help me better manage my cash flow?**

**6. Are there any industry-specific tax regulations that I should know about?**

**7. How can you help me to make this tax season better than last year's?**

- What are the latest changes in tax law that affect my business?
- When is the best time to make big equipment purchases?
- How can I best keep track of deductions?
- How can I maximize my tax savings?