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Ken Berry, JD • Oct. 09, 2014



Are you the kind of tax practitioner who waits for business to walk in the door or do you actively pursue it on your own? Usually, the former will result in flat revenue while the latter enables you to better build and grow your practice.

Case in point: With the end of the year fast approaching, tax planning opportunities abound. Seize the day by scheduling year-end meetings with clients to discuss their options and implement tax-saving strategies in time.

What sort of opportunities are we referring to? Here's the first in a series of ten

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