

Practice



Monday

Education/Careers



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Tax



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Technology



Friday

Data Liability Protection—just one more perk of **Travelers 1st Choice**⁺
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TRAVELERS

VOICE OF THE EDITOR

Sometimes It's Best to Let a Client Go

If you've ever **struggled with making the decision to stop working with a client** – especially if you've had a long-standing, good relationship that's been lucrative for your firm, you're not alone. PR expert Scott Cytron shares his insights today in our top story. And read why marketing consultant Sally Glick believes December is the **perfect time to focus on your marketing efforts**.

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PRACTICE HEADLINES

→ Resigning a Client: Four Years Later, It Was the Right Decision

No matter what type of business you're in, it's never easy to resign a client. Yet, the benefits far outweigh the drawbacks. We resign clients based on a number of reasons. Perhaps the scope of engagement changed and you don't provide that kind of service . . . or clients may not be paying their bills.



→ End of Year – There Isn't a Better Time for Marketing!

While your client service schedule may seem a bit overwhelming to you in December, this is actually a perfect time for you to add real value to your client interactions.



→ IRS Serves Up Cafeteria Plan Rules for Same-Sex Couples

The IRS promised to provide more guidance regarding the tax treatment of same-sex couples in the wake of the Supreme Court's recent ruling invalidating Section 3 of the Defense of Marriage Act (DOMA). Slowly but surely, it's starting to deliver.



THIS WEEK ON ACCOUNTINGWEB

- **CPA Robert A. Raiola of Fazio, Mannuzza, Roche, Tankel, LaPilusa, LLC**, talks with AccountingWEB about All-Star second baseman Robinson Cano's taxes related to his new deal with the Mariners.
- Alexandra DeFelice summarizes **Tom Hood's AccountingWEB Live! presentation** on the new era of talent development and learning.
- It's official! The IRS announced the **2014 tax filing season will begin January 31**.
- IRS Notice 2013-74 provides valuable guidance on **in-plan Roth 401(k) rollovers**.

SPONSORED LINKS

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