



## **Sage Small Business Services Launched**

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Mary McCormack of Jefferson said small businesses are more easily damaged by poor professional support than are larger companies.



She has launched Sage Small Business Services, which offers bookkeeping, payroll and general ledger services. She is a QuickBooks professional advisor and Enrolled Agent with the Internal Revenue Service.

"Despite recent highly visible events involving very big businesses and the impact their failures have had on some people's lives, it is small business that is the bedrock of the nation's economy and that employ the most workers. Most new jobs are being created by employers with 50 or fewer employees," said Ms. McCormack.

"A huge company is not going to be toppled by a so-so relationship with an advisor. However, for a small business to thrive it is essential for it to maintain relationships with qualified, ethical service providers.

Good hands-on assistance eliminates problems before they happen," she said. "Sage Small Business Services evolved out of my conviction that there is no substitute for competence and attention to the details that can frustrate a business owner who is already buried in other concerns," she said.

Ms. McCormack said attitudes toward small business have changed in recent years. "As a society, we are in love with size and power. Mega corporations were almost countries to themselves. The small to mid-size company was not seen in the same light it is today," she said.

"Fortunately that has changed. We are returning to a marketplace powered by relationships, not by sheer inertia. It has never mattered more than it does today that as a business you provide reliable service and that you hire it. Biggest is almost never the best," said Ms. McCormack.

"You need to have a real working partnership with whomever you sign on to assist you with day-to-day financial and bookkeeping tasks. The future of your company will be greatly affected by these choices. Efficiency is great for starters, but there also needs to

be trust and the right chemistry between the both parties. I know the kind of effort I make for somebody who trusts me to deliver excellent work," said Ms. McCormack.

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