



## COMPANY CASE STUDY

### LA DUCT CLEANING



### OBJECTIVES

LA Duct Cleaning approached us in 2020 with a myriad of financial and operational challenges. As a growing business in the duct cleaning industry, they sought assistance in streamlining employee management, optimizing job costing, and resolving tax-related issues that were affecting their overall financial health.

### SOLUTIONS

- 1. Quickbooks Online Setup and Management:** We initiated the implementation of Quickbooks Online to streamline financial processes, providing LA Duct Cleaning with real-time insights into income, expenses, and overall financial performance.
- 2. TIME for Time Tracking:** Employee management and job efficiency were improved through the implementation of TIME for Time Tracking. This allowed precise tracking of work hours, aiding in accurate payroll processing and project cost management.
- 3. Job Costing Reports:** Detailed job costing reports were introduced to provide a clear understanding of project expenses and profitability. This facilitated informed decision-making, helping the client optimize resource allocation and project budgeting.
- 4. Cash Flow Management:** Robust cash flow management strategies were implemented to ensure LA Duct Cleaning had a clear view of its financial liquidity. This included forecasting, monitoring, and optimizing cash flow to support ongoing operations and future growth.
- 5. Tax Resolution and Planning:** We addressed and resolved all tax-related issues with the IRS and California, ensuring that the client's taxes were up-to-date, correctly filed, and optimized for tax savings. Comprehensive tax planning was introduced to maximize benefits and minimize liabilities.

### CONCLUSION

Our partnership with LA Duct Cleaning has been transformative, addressing initial challenges and fostering substantial growth. The combination of Quickbooks Online, TIME for Time Tracking, and our comprehensive services has not only streamlined their financial and operational processes but has also played a pivotal role in resolving tax issues and facilitating strategic investments. As we continue to support LA Duct Cleaning, we look forward to further contributing to their success and continued expansion in the industry.

### AT A GLANCE

#### Challenges

- Employee Management
- Job Costing
- Tax related issues
- Accounting/Bookkeeping

#### Benefits

- Employee growth: 1 to 12
- Revenue Increase: \$350k to \$2m
- Net worth: \$500k to \$5m
- Tax issues resolved

### BENEFITS

#### Employee Growth

The company, initially with 1 employee, now efficiently manages a team of 12.

#### Revenue Increase

Annual revenue has experienced substantial growth, nearing \$2 million

#### Net Worth Growth

From an initial net worth of \$500,000, LA Duct Cleaning's net worth has soared to \$5 million.

#### Business Expansion

Due to proper financial and tax management, LA Duct Cleaning has diversified its portfolio, making investments in real estate. They now own 6 properties, showcasing the success and stability achieved through strategic financial planning.