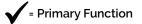


What kind of accountant do YOU *really* need?

The experts at Kaiser Consulting offer you this comparison chart to help in determining what type of accountant is appropriate for your needs.

Responsibilities	Bookkeeper	Accountant	Controller	CFO	Tax Accountant*
Transactional Entry	\checkmark	\checkmark			
Accounts Payable	\checkmark	\checkmark			
Accounts Receivable	\checkmark	\checkmark			
Journal Entries	\checkmark	\checkmark			
Financial Statement Preparation		/	\checkmark	V	
Specialized Financial Reports		/	\checkmark	/	
Key Performance Indicators		/	\checkmark	/	
Internal Control Set Up			\checkmark	√	
Internal Control Monitoring			√	/	
Work with Tax Accountant on Compliance			√	/	
Manage External Auditors			\checkmark	/	
Coordinate with Human Resources			\checkmark	/	
Ensure Regulatory Compliance			\checkmark	\	
Forward Focused Analysis			/	\checkmark	
Bank Financing Strategy			/	\checkmark	
Cash Flow Analysis			/	√	
Pricing Analysis			/	\checkmark	
Vendor Negotiation			/	\checkmark	
Customer Negotiation			/	√	
Optimum Allocation of Asset Analysis			/	√	
Optimize Inventory Levels			/	√	
Tax Strategy*				/	✓
Tax Return Preparation*					\checkmark

KEY:



= Secondary Function (Some can do this — not all)

"Kaiser Consulting does not perform tax services, but we can connect you with a few options for providers.



Call Kaiser Consulting at 614.300.1088. We can help point you in the right direction. www.KaiserConsulting.com