

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

KEY: ✓ = Primary Function      ✓ = 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.*