



Robert Curtiss - Is your business leaving money on the table?



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As the saying goes, ‘a penny saved is a penny earned’, and this is especially true for small businesses. Good business leaders are always on the lookout for effective money-saving tactics – and every penny counts.

While companies are looking to find savings and stretch their profit margins, billions of dollars are consistently being wasted each year in unclaimed tax rebates, incentives and credits.

Tax season can be stressful for business decision-makers, who often wear many hats to keep their organizations running smoothly. The last thing they want is to lose more hard-earned business income in taxes than is legally required of them. While we all must pay taxes, there are various deductions and tax credits available for businesses — and this is where Robert Curtiss can help.

Robert is a business consultant at Business Group Resources, a consulting firm that has helped over 7000 business since 2004. Committed to educating small business owners on the tax realm, Robert knows that tax refunds are crucial for a business’ success, as reclaimed money can be tucked back into savings or reinvested back into the company.

Specializing in helping small businesses across the country reclaim these lucrative tax credits and incentives, Robert offers his expert knowledge and services to clients, looking to recover over-payments, specifically within the US Research and Development tax credit.

This particular tax credit, introduced in 1981, was originally an incentive designed to entice American manufacturers into keeping jobs on U.S shores, rewarding companies that innovate, expand, develop, or improve their existing products and services with significant savings. Now, this incentive is hidden in a

corner of the tax code where most CPAs and small businesses rarely look — and when they do, most are unaware that they can qualify.

With this information still vastly unknown to most small businesses, Robert admits that it can be a struggle to explain the concept to new clients.

“About five years ago, the Wall Street Journal published findings discovering that 95 percent of small businesses with 50 or fewer employees that qualified for the credit either didn’t know about it or didn’t think it applied to them,” says Robert.

“My biggest challenge is actually the name of the credit,” says Robert “When people hear ‘Research and Development’, they instantly disqualify themselves, thinking that it implies inventing something or filing for a patent.”

The reality is that, according to Robert, the credit has outlived its “Research and Development” title, as any business that has a creative or planning function can now qualify.

“This is a tax credit that can be applied to a broad range of industries, including manufacturing, telecommunications, medical and dental services or software development, to name a few,” adds Robert.

According to Robert, the process is quick, easy and risk free.

“We work on a contingency basis, supplying a free analysis while ensuring the client that if there is no refund, there is no cost,” says Robert. “It takes an hour of a business owner’s time and is well worth the refunds we can potentially find our clients.”

One of Robert’s recent clients was a mid-sized dental office with a 10-person staff that contacted Robert to discuss their eligibility and the possibility of a refund.

“With every patient being different, planning was



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required for each procedure at this dental office,” says Robert. “Therefore, procedural problem-solving made this client eligible for the Research and Development credit.”

A virtual call was set up and, after a brief meeting, Robert got to work. Just 10 business days later he was thrilled to share his results.

“By looking at their corporate returns, and filing amended tax returns, we were able to go back and secure the R&D tax credit for the past three years, resulting in \$81,000 back to the business owner,” says Robert.

Robert suggests company owners look to take full advantage of similar programs that could also be available to them.

“Large organizations routinely take advantage of all the incentives and rebates they qualify for, and I want small businesses to do the same thing,” says Robert. “Especially over the past year, small businesses need all the help they can get.”

When he is not finding savings for his clients, Robert generously volunteers his time teaching financial literacy to high school students and putting his woodworking skills to good use by assisting his local Habitat for Humanity program.

Contact Robert Curtiss for a free evaluation to see if your small business qualifies for the R&D tax credit and optimize your company’s tax savings.



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