



BLS is pleased to present the 2019 June/July issue of Focus. In it, we discuss:

\*Avoiding surprises on your 2019 tax return

\*Evaluating customer value

\*Qualifying for an SBA loan

\*Understanding homeowner's insurance

BLS welcomes your questions and comments. Please contact us at 302.225.0600 or [info@belfint.com](mailto:info@belfint.com) to discuss these topics further.

Sincerely,

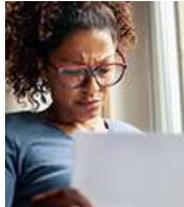
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## To have and to withhold — Avoiding surprises on your 2019 tax return



When the TCJA took effect at the beginning of 2018, the IRS updated the withholding tables employers use to determine how much money to withhold from employees' paychecks. The new tables caused employers to withhold substantially less than they had in the past, which increased paycheck amounts. But this past tax filing season, many people were surprised to receive smaller refunds than they expected. This article advises that, if it's necessary for employees to increase their withholding, it's not a good idea for them to wait until the end of the year; it's better to spread the additional withholding over as many paychecks as possible, so each paycheck bite will be smaller. A sidebar explains that there are better ways to save than to wait for a large annual refund.

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## Are all of your customers profitable for your business?



Owners typically spend a lot of time and energy trying to attract customers to their businesses and keep them, while rarely asking whether those customers are actually desirable ones. This article points out that, while it may seem counterintuitive to intentionally let go of customers, sometimes doing so can create a healthier, more profitable company. The article notes several strategies for evaluating customer value, including tracking their purchase history and sorting them by profitability level.

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## Consider an SBA loan to grow your business



When searching for small business funding, it's a good idea to look into the loan programs offered by the U.S. Small Business Administration (SBA). The interest rates and terms can compare favorably with other types of loans. This article explains the basics of how a business can qualify for an SBA loan and provides some examples of the different types of programs available. It also notes that the SBA offers other loan programs geared to, for instance, export financing and veteran-owned businesses.

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## The lowdown on homeowner's insurance



A homeowner's insurance policy provides protection against damage from weather events like lightning and hail, as well as fire and theft. Many also offer some coverage for the costs homeowners will incur if they need to live somewhere else while their homes are being repaired after being damaged. But the specific coverage of each policy can vary greatly. This article looks at the different types of policies and what they cover. It suggests that it's important to regularly review coverage to determine if adjustments are needed.

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