

# SERVING CLIENTS REAL VALUE, IN REAL TIME

ACCOUNTING CS®

**Amy George** would describe her firm as extremely family-oriented and close-knit.

“When we hire someone, we want to be sure they fit into the culture here. We’re team-oriented and like to hang out after work as a team. So everyone pitches in and helps out when it’s needed.”

This type of culture has lent itself to **Mahan and Associates** getting as much work as possible done in real time, so they have an opportunity to spend time with each other and their families.

“We use Practice CS, Accounting CS, UltraTax CS and Fixed Assets CS. Since we focus on the health care industry, where a lot of our clients are mobile now and use technology to manage electronic medical records. Our clients demand technology.”

Particularly with Accounting CS, Amy has seen a huge difference in how the firm operates and is able to serve its clients.

“Accounting CS has allowed our firm to be more specific in how we help our clients. The reporting function in the program is much more sophisticated than other software, so it allows us to drill down and get very specific on what information we can offer to a client outside of a standard financial statement preparation.

“Our entire firm is able to work together and with clients in real time. It helps us when a client needs something immediately, and the information is available to us instantly. We can analyze it right off the bat, without having to wait for the clients or wait for month end.”

Since Accounting CS has been efficient for Mahan and Associates, it has helped the firm gain more high-level clients.

“It’s allowed us to give the clients more value with their service. We’re able to do consulting engagements and actually give them that value. We can charge for that type of service, and they’re willing to pay for it because we can deliver more.”

Amy noted that the firm is able to do this by having multiple staff working simultaneously in the program. Different departments can do different things and get work done at the same time, allowing the firm to get information out to the clients quicker.

“Accounting CS has helped make our work life easier. We don’t have to go in and out of the program with different users. We can pull up a report, leave multiple report windows open, and still be able to work in the program. We can look at a report and still be able to do data entry at the same time. The program lets us get our work done so much faster.”

Beyond helping clients get the maximum value out of their services, Amy enjoys showing them specialized reports to better relate accounting data to their business.

“I enjoy going into the program and building custom reports. I’m able to provide this beautiful report that gives our clients so much information that they don’t know what to do with it, sometimes.

“I would absolutely recommend Accounting CS. It is a far superior program than the other ones out there. Once you learn how to use it, it is user-friendly.”



**MAHAN AND ASSOCIATES, LLC**

*Amy George,  
Financial and Write-Up Specialist*

## ABOUT

Based in Nashville, Tennessee, Mahan and Associates has been in business for 25 years. Serving healthcare professionals in all tax and financial areas, they cater mainly to dental practices. They focus on practice management, payroll, accounting and tax.

## WEBSITE

At **mahanassociates.com**, the firm offers a tax date calendar and videos.

## SOFTWARE

In addition to Accounting CS®, Mahan and Associates uses Practice CS®, Fixed Assets CS® and UltraTax CS®.

To learn more about Accounting CS, visit [Tax.TR.com/ACS](http://Tax.TR.com/ACS), or contact us at **800.968.8900**.



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