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Check out our Tax Guide for answers to many of the questions taxpayers are asking.

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Lutz News

Form 1099- Information Reporting Update - Due January 31, 2013

It is the time of year to review your records relating to Form 1099 reporting. The general requirement is that payments totaling \$600 or more in a year to a single payee in the course of the payor's trade or business must be reported on a Form 1099 and submitted to the payee and the IRS. There are major exceptions, including payments to corporations, as well as for payments of merchandise.

Lutz can assist you with the preparation of the Form 1099's. We would like to have all of the necessary information from your company by January 25, 2013. **Please [click here](#) for a document you may use to facilitate this process.**

For additional information on Form 1099 reporting, please [click here](#).

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Lutz adds Anderson, Baumgarten, Kreger, Kreitel and Tooley to its staff



Lutz has added Crystal Anderson, Eric Baumgarten, Angela Kreger, Nicole Kreitel and Andrea Tooley to its staff.

To learn more about our new team members, please click "**Full Article**" below.

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Tax Changes for Individuals in the 'Fiscal Cliff' Law



After months of arguing about the "fiscal cliff," Congress finally passed a law averting some of the tax increases that were set to take effect on January 1, 2013. President Obama promptly signed the legislation. This article summarizes the most important changes for individual taxpayers, including provisions affecting estates, Social Security withholding, investments, education expenses and much more.
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New Law Brings Back Many Popular Business Tax Breaks



The American Taxpayer Relief Act of 2012, also known as the "fiscal cliff" law, modifies or extends many business tax breaks. This article summarizes the most important provisions involving research, depreciation, employee benefits, hiring, charitable contributions and much more.
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Planning Your Estate

Contesting a Will is No Easy Feat



Most challenges to a will are unsuccessful, particularly if the claim is "undue influence" on the decedent. But you still need to ensure your will is properly handled. Here's a look at the elements a court may consider when a will is contested.
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Direct Sales Meetings Like a Three-Act Play



When meeting with prospective customers, think of the event as a stage or film production that has an opening, a middle and a closing. Your professionalism and success are reflected in your ability to *direct* the sequence of events. Click "Full Article" to see how you help stay in control.
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Fed Up Customers Can Hurt Profits

Customers hate waiting, and when they think they have wasted enough time, they will often leave without buying anything or using a company's services. *Wait time* is a key indicator of customer satisfaction, which is paramount to healthy and sustained profitability. Click "Full Article" for the results of a customer service poll, as well as a management checklist showing how to maintain outstanding service



to your customers or clients.
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