

A Plus Payroll, LLC.

Sean Kennedy - President

Success Magazine: Sean, what prompted you to start your A Plus Payroll company?

Sean Kennedy: I originally opened the company to handle human resources and job placement. Shortly after I opened, several of the clients we had been working with asked me about handling their payroll needs as well. We set up a payroll department which has turned into our main source of business.

SM: What services do you provide to business owners?

SK: We are set up to handle many services for business owners. This includes processing payroll checks, making tax payments, filing quarterlies and producing W-2's. We also work with many start-up companies and are experienced in helping clients that have never run a payroll before get up and running. In addition to that, we offer insurance services for clients. I am licensed to write any type of insurance a business owner needs to have including workers compensation, disability, and health insurance.

SM: Why should business owners use your services instead of doing their own payroll?

SK: Business owners are usually very busy running their business. Handling payroll can be very time consuming and costly if mistakes are made. The penalties for making a late tax payment can be very high. We provide a guarantee to our clients so if a tax payment or filing deadline is missed, we cover the cost of the interest and penalties for them. Many business owners have told me they use a payroll service because it's one less thing they have to worry about.

SM: How easy is it for clients to use your payroll services?

SK: Many business owners think it is difficult to switch payroll companies. It really isn't. As long as they have payroll records and quarterlies for the current year, we can get all of the paperwork done in about fifteen minutes.

SM: Who is your target market?

SK: We currently work with small to medium sized companies. Our clients

range from as little as one employee and go up into the low hundreds.

SM: What is the key to your success?

SK: The key to our success has been providing excellent customer service at prices that business owners can afford. We work very closely with our clients and are able to customize our service to fit the needs of the business.

A promotional banner for A Plus Payroll, LLC. On the left, there is a smaller version of the portrait of Sean Kennedy from the previous image, showing him leaning over a desk with a laptop. The rest of the banner has a dark grey background. In the center, there is a large red logo consisting of a stylized 'A' shape. To the right of the logo, the company name 'A Plus Payroll, LLC' is written in a white, serif font. Below the name, the website address 'www.apluspayservice.com' is written in a white, sans-serif font. At the bottom, the address '81 Mohawk St Cohoes, NY 12047' and phone/fax numbers '518-237-4595 Ext 205 • Fax 518-237-4596' are listed in a white, sans-serif font.

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www.apluspayservice.com

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