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Registration Opens for 2013 Payroll Summits

Two-day forums focus on how firms can capitalize on the opportunity to offer payroll services

DEXTER, Mich, March 20, 2013 – Thomson Reuters has announced that registration is open for its second annual Payroll Summits, which will offer first-hand insight on how accounting firms can profit by offering payroll processing services to their clients.

Limited to 50 seats per city, the Payroll Summits focus on how to capitalize on the growing opportunities in payroll services through the use of technology and workflow best practices, sales and marketing techniques, and strategic planning.

The two-day forums are designed for firms that are considering offering in-house payroll processing services or seeking to grow their existing payroll business. The summits will help attendees examine where they are with payroll today and develop concrete plans to build and grow their payroll business.

The summits will be presented by a team of nationally recognized payroll experts, including:

R. Sean Manning, CPA, Manning & Company, P.C., Littleton, CO: Sean Manning is the owner of Manning & Company, P.C., which was named Accounting Firm of the Year in 2011 by the Professional Association of Small Business Accountants (PASBA). Sean is also majority partner of Payroll Vault, a nationally recognized independent payroll service company that he built from the ground up as an outgrowth of his accounting firm. He is also the co-author of the 2011 book “Six Steps to Small Business Success.”

Matt Towers, Senior Sales and Training Consultant, Thomson Reuters: Matt has worked with thousands of firms nationwide, using his knowledge of the entire CS Professional Suite to demonstrate how to use technology to improve firm productivity and profitability. He has experience as lead for the Accounting CS Payroll platform and has conducted training on payroll processes and workflow.

The 2013 Payroll Summit dates and locations are:

May 21-22, St. Louis, MO, Hyatt Regency St. Louis at the Arch

June 5-6, Atlanta, GA, JW Marriott Atlanta Buckhead

Attendees will walk away with a customized, actionable plan for developing a payroll business, including sales and marketing strategies, staffing considerations, and technology essentials.

“Sean Manning’s first-hand experience building a payroll services business coupled with our expertise in technology and process innovation will create a great atmosphere for idea sharing and strategic planning,” said Scott Fleszar, vice president, strategic marketing, for the Tax &



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Accounting business of Thomson Reuters. “Advances in cloud-based technology, the increasingly complex payroll compliance and regulatory environment, and the inherent client ‘stickiness’ that comes from delivering payroll services to business clients that the accounting firm is serving have made payroll an attractive proposition for more and more practices. Payroll represents a big opportunity for those that are prepared to capitalize.”

With just 50 seats per city, the Summit format offers a small-group environment with a high level of individualized instruction. Fleszar said this format has been extremely popular in the past.

“Our users rely on us to be more than a software provider,” he said. “They’ve come to expect thought leadership content that helps them improve their businesses and better serve their clients. Our Partner Summits have resonated with customers, and I’m pleased that we’re able to build on that success with the new Payroll Summits.”

More information, including costs and a full agenda, is available at

CS.ThomsonReuters.com/PayrollSummit.

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