New meeting on 4/14/22

Steve, Cory, and Brandon – Shari O. had to take her dog to the vet

* Review of some of the payroll audit stuff – see element of time 8907 in the shop for more details. Here is the link: https://data0.adilas.biz/top\_secret/secure/printable\_time.cfm?id=8907
* Anybody who is not on the ownership and percentage stuff, they need to send us a bill and we just pay it. We will just treat it like an expense.
* If they are going to be a real 1099er, we will need to come up with a full list of what they need and will do. See EOT # 8907 for more details.
* Steve really wants to stick with the K-1 and percentage stuff.
* Sometimes you almost need to act stupid and play the game.
* We can uncheck the box on this vendor needs a 1099.
* Trying to help our folks get the most out of the possible write-offs.
* Cory wants to dive in deeper on what is a K-1 and what are the pros and cons. Please share what you learn, we will have a bunch of others who will want to know.
* We can setup some limitations on liabilities – written into our by laws.
* Steve was talking about some fun options for retirement type payments – a form of guaranteed payments (mixing payments and obligations). You could have guaranteed payments with 0 obligations.
* Potential use of a financial planner or outside management company that takes care of assets and funding options.
* Thinking about strategies – Steve and Cory were chatting about options – You could buy an annuity or a 401-K program or whatever – different ways of distributing things. There are also ways to help with tax payments (future monies that may be needed as a tax liability). Preloading retirement plans and then let them manage their own options and plans.
* If an owner receives more money, they will need to pay taxes on that amount. The goal is to get you enough money to cover whatever you need to cover.
* Steve would like to write into the by laws – no pro rata distributions (based on percentages). He would like to share the load and benefits, where possible. His goal is to use guaranteed payments and distribute things on a non pro rata basis.
* Brandon will setup a meeting to help educate some of the guys and gals about some of the changes that are happening (new owners and percentage holders).
* Shari O. and Cory were talking about monies coming in and going out – A/P’s and A/R’s – just general touching base.
* We do have one of our clients that may have to write off some of what he owes us – bad debt stuff.
* We are learning how to cover ourselves – we only do what we are covered for. We can say stop and we will set limits where needed.
* Small talks about 3rd party solutions and making sure that we get things covered, paid, and assigned out. Also helping to set expectations. If the 3rd party folks can’t pay, then we just drop it. They tend to take a lot of time for us to help setup and manage. Ideally, we would like to get rid of them, but they do provide a service.
* Getting spread out too thin by having too many projects to manage.
* Talking about hours that were paid for and how many of them have actually been used and/or are being used. In a way, almost keeping track of internal credit for hours paid and hours being used. Currently, they are tracking some of these things on shared spreadsheets.
	+ As a side note, we could use elements of time and sub dates and times to keep track of who is doing what. Put it all in one place. This would be tracking hours that have already been paid for. We have an unlimited option to add in sub dates and times to help track the underlying details.
	+ The spreadsheet could help us track what is done… settings, ecomm, training on x and y, etc. Let’s use elements of time to track the hours that are being spent and used to help these clients.
* We have clients who would like to keep building out the adilas platform – this would be a form of investment for what they really want. Make your choice and then build it how you want it.
* Talking with Shari O. and figuring out our plan to pay the settlement. We are not wanting to sign anything that will put us on the hook for future stuff. Shari O. will be sending out a check via certified mail. Our current goal is to make a payment and then stall on really signing up for whatever type account or submission.
* Small analogy of water turning into ice – water, snow, and then ice. We are in the process of becoming. Keep helping things float until it gets stabilized.
* We are still being kinda tight on budgets and extras (non-paid development).
* We can send out statements to some of our people who owe us.
* Yes, we can do that, and it will cost x thousands (make sure we cover ourselves)
* Moving systems – that is hard (moving systems between servers) – we could move how things are billed, very easily.
* At some point, we would love to have a single login and be able to jump between servers without forcing a new login. Almost a global login – future project.
* We could change some of the branding and white labeling stuff. What does it look like and how are things branded – just settings and look and feel stuff. We can also allow certain users to get access to other servers and their data (owners who have things on multiple servers). Expo and Herbo stuff – switching between what the white label stuff does and/or looks like. If we change anything, it will cost for development time. Billing changes are easy, look and feel changes are easy, and databases and servers are much harder.
* If people want our services, great, we just need to charge for it. We offer all kinds of professional services.