



February 2018 News from TRICOM

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Photo Source: gettyimages.com

Slimming Down Entertainment & Meal Deductions

Taking clients or prospects out for a meal or an event has been a long-standing business practice. It's a great way to get to know both them and their businesses better, while developing lasting relationships. Under the new Tax Cuts and Jobs Act implemented at the start of this year, the tax implications for these activities have changed.

In 2018, if you take your client out to a baseball game and have lunch at the ballpark to discuss their business plans for the next year, that outing is no longer tax deductible (and the meal may not be, either). Entertainment expenses are no longer tax deductible under the new tax law. And that's not the only change.

[CLICK HERE](#) TO READ MORE ABOUT THE 2018 REVISED TAX DEDUCTIONS FOR BUSINESS-RELATED MEALS AND ENTERTAINMENT EXPENSES.

Upcoming Webinar: Lessons in Leadership



Thursday, February 22,
1 pm CST / 2 pm EST

[Register now! »](#)

All business leaders have defined company objectives and getting there is a team effort. Properly inspiring and motivating your team will define whether or not success is achieved. Leaders of team-related ventures will learn the true nature of leadership and how authentic leaders don't change people, but inspire people to change themselves. Join TRICOM and Coach Bob Slowik, founder of Coach Slow's Land of Xs, Os and Beyond for our February *Industry Insider* webinar series as we explore successful and not so successful aspects of leaders, and how their words and actions have a profound impact on teams and their ability to thrive.

Takeaways include:

- Leadership skills that inspire
- How to motivate to achieve success

By the end of this session, you'll learn the skills effective leaders use to motivate their team to achieve the desired results.

Did You Know? One Database Means Better Data – and Better Insight

With TRICOM, you have one data system for payroll and billing, which means that all your invoices and payroll are in the same place. This equates to less time entering, fewer opportunities for errors, and more accurate invoices and payroll.

It also means that your reporting is more robust since you're not pulling information from multiple sources. Plus, TRICOM can customize reports to match your specific data needs. The result is a more complete and detailed picture of the health of your business and better resources to help in decision-making.

Nick Truyol, Founder and CEO of Sabio Systems LLC, explains how TRICOM's reporting has helped him have greater insight into his business. "I've asked for some customized reports, especially for our financials, and monthly and quarterly statements, that tell me exactly the health of our business. I've brought to TRICOM some specific requirements about our costs of doing business and our overall expenses and so forth that our business has accumulated over the years. It's really painted a very clear picture of the health of my company, and that's been really beneficial in assessing how to go forward."

For more information about TRICOM's reporting features, contact your TRICOM Customer Service Representative.



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Upcoming Webinar:

Lessons in Leadership

Date: Thursday, February 22,
1 pm CST / 2 pm EST

Duration: 1 hour

Cost: COMPLIMENTARY

[Register now! »](#)

Events:

February 26 – 28 — SIA Executive Forum. Fontainebleau Miami Beach, Miami Beach, FL. [staffingindustry.com](#).

March 26 – 27 — TempNet Spring Conference. Margaritaville Hollywood Beach Resort, Hollywood, FL. [tempnetstaffingassociation.org](#).

New On TRICOM.com:

The January *Industry Insider* webinar, *The Road Map: A Step-by-Step Guide to Social Media Success*, is now available online. While everyone can login to Facebook, LinkedIn or Twitter and post an update, to be truly great at social media you need a road map. Not only do you need a road map, but you need to understand how to read it and interpret it. In this session Brad Bialy, Social Media Marketing Consultant, will walk through the road map that has assisted over 65 staffing firms and contributed to six ASA award-winning social media marketing campaigns. Key takeaways include: how to define SMART goals, how to conceptualize a strategy, how to outline tactics, where to focus your time and energy, and how to develop a posting calendar that saves you time. By the end of this session, you will know the step-by-step guide to achieving social media success. [Click here](#) to view the webinar.

February Fun Fact:

While February is generally well known as Black History month, it is also host to other, lesser-known, honors as well, such as: Bird Feeding Month, Canned Food Month, Chocolate Lovers Month, Creative Romance Month, Grapefruit Month, Hot Breakfast Month, Potato Lovers Month, Snack Food Month, and Return Shopping Carts to the Supermarket Month. We also want to give a shout out to the third weekend in February, also known as National Margarita Weekend. Cheers!

Source: [popculturemadness.com/Trivia/February/index.php](#)

Photo Source: gettyimages.com

