

# Can you believe it's already November?!

Getting into the spirit of a month that's all about thankfulness, I want to take a moment to express how grateful I am for each one of you! **THANK YOU** for your support of my small business. I am grateful to have the opportunity to serve my clients, to work with colleagues in the industry, and have the support of my family and friends.

## Make Next Year's Taxes Easy As Pie

**MAKE A LIST** of all the documents that were needed for your tax return this year. Mark documents as final if they're for an account that was closed last year.

**FILE YOUR RETURN** as soon as you have all your tax documents ready to go!

**WORK WITH** an accountant and tax professional/CPA to avoid making mistakes when doing it all yourself.



## Small Business Saturday

#### MY FAVORITE FREE WAYS TO SUPPORT #SMALLBUSINESSES

- C Like, follow, and share their posts on social media!
- Refer your friends and family to them!
- C Leave them a review or testimonial!
- Attend their events and invite another small biz owner!
- Sign up for their newsletter (or forward to a friend!)

#### Let's Dig Into Your Pricing

One of the biggest things I see entrepreneurs mess up on when they start their business is how to price their offerings strategically.

It's easy to want to price as low as possible to get your foot in the door, but how can you handle increasing your prices later on? Hit REPLY and let me know you'd like your free copy of my Pricing Guide to learn more about the most common pricing strategies and what questions you should be asking yourself!



I'll leave you with a friendly reminder for Black Friday sales! When it comes to buying something for your business: if you can find a GREAT deal on something you already need for your business, go for it! But, don't buy \*just\* for the sake of getting a write-off. Is your business doing a fun Black Friday sale? Send me a link, I'd love to share it!

- Cynthia