

Mr. Dawes,

I know you don't have time to waste, so let's get right to the point: Together, we can solve a business software problem that's holding your accounting firm back.

Think about it—

- Do you have software you *know* should be capable of doing more than it is now?
- Is your staff wasting time with spreadsheets instead of focusing on top-line growth?
- Do you have a major software headache that's draining both time and money?

If so, I can help. In the time it takes to enjoy your morning coffee, you and I can identify at least one way to improve your business processes and save you money.

Here's how it works:

**Rapid ROI:** In just 6-12 months, your project will pay for itself.

**Accelerated timeline:** Project complete in 90 days or less.

**Risk-free:** You don't pay until I deliver.

One of my clients, Texas Public Radio, was wasting *countless* hours every week transferring data from their proprietary accounting system to a spreadsheet and back again. They were even planning to hire two new employees to handle the busywork.

Instead, they hired me, and **I automated the whole process.**

No more copying and pasting data into the spreadsheet to manipulate it. The info was automatically extracted into a pre-formatted spreadsheet.

And guess what—the TPR accounting department didn't need additional staff after all.

Mr. Dawes, I can accept only 8-10 more clients in my schedule right now, so email [jef@jw-tc.com](mailto:jef@jw-tc.com) or call me at **210-718-0706** today to arrange a free consultation. I'll even buy your coffee.

A little about me: I've worked in business technology all over Texas for the past 20 years. I moved back home to San Antonio to direct technical operations at a successful telecom startup company, and later to lead software development for a billion-dollar IT company.

Now I focus on helping my clients run their businesses better. I want yours to be next, so let's schedule that conversation. What day is best for you?

Sincerely,



Jef Waltman  
Principal Consultant

P.S. I'll give you a phone call in a week to see whether you have any questions about how we can work together to find a technology solution for your business.