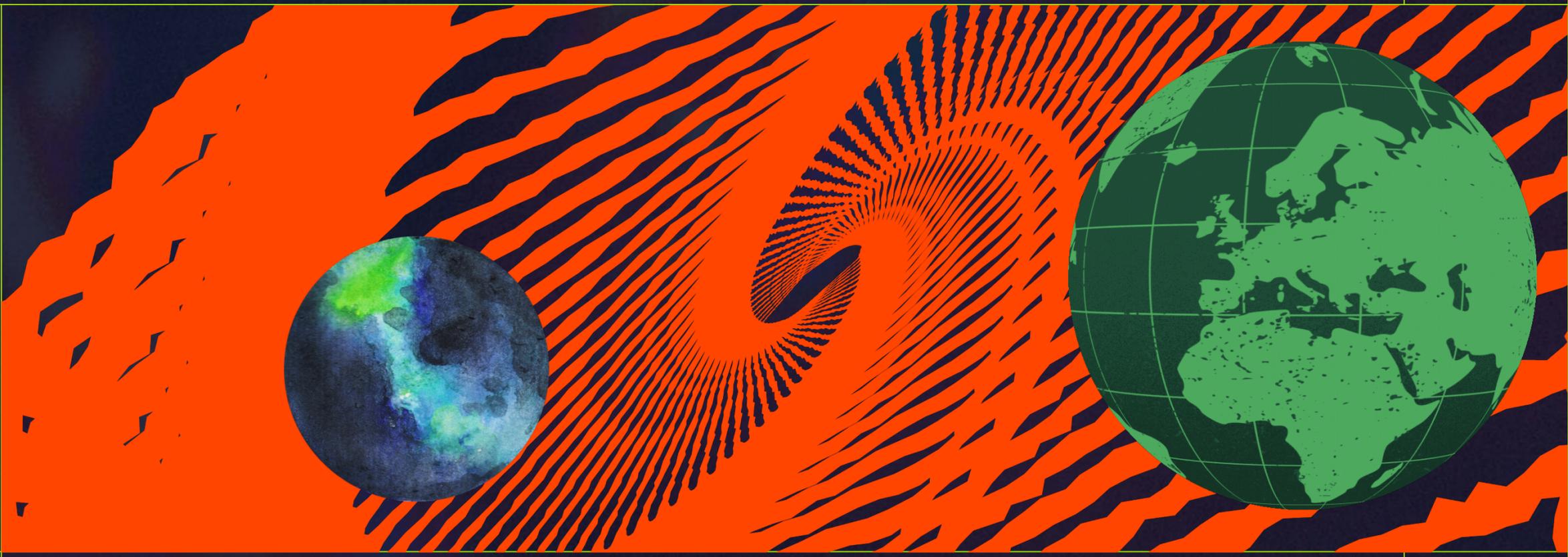# YEAR-END 2023

**Dominion Payroll®**

Launching into Year-End!

# AGENDA

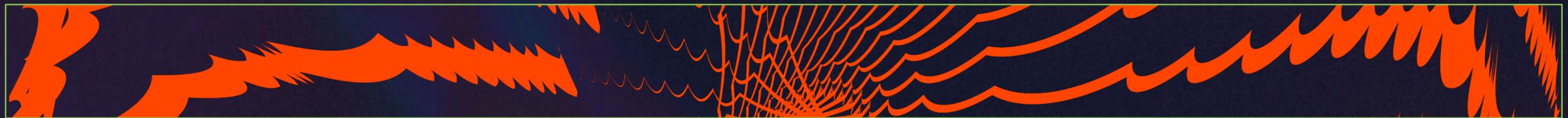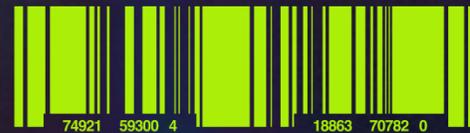Topics Covered:

>> Learning & Development

>> Client Services

>> Benefits

>> Tax

>> Product Solutions

>> Secure Act 2.0

>> Merchant Services

>> DP Tune Up

# Learning & Development

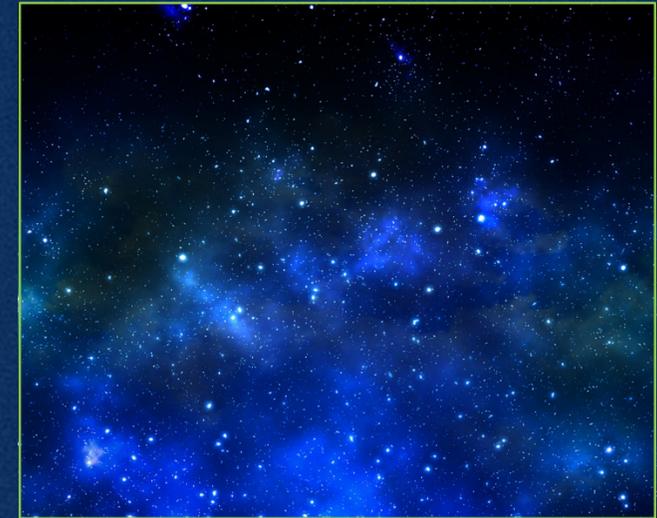# Client Training Options



**On-Demand Training:**

Previously recorded small group trainings that you can watch on your time



**Small Group Training:**

Live webinars on pre-determined topics with a trained specialist and accompanying notes
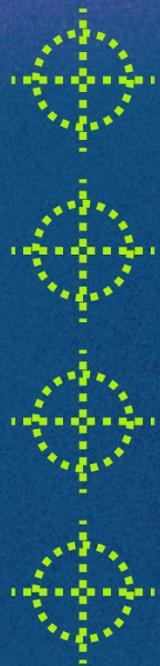


**Custom Training:**

Live walkthrough on client-picked topics for company-specific trainings with one of our specialists and accompanying notes
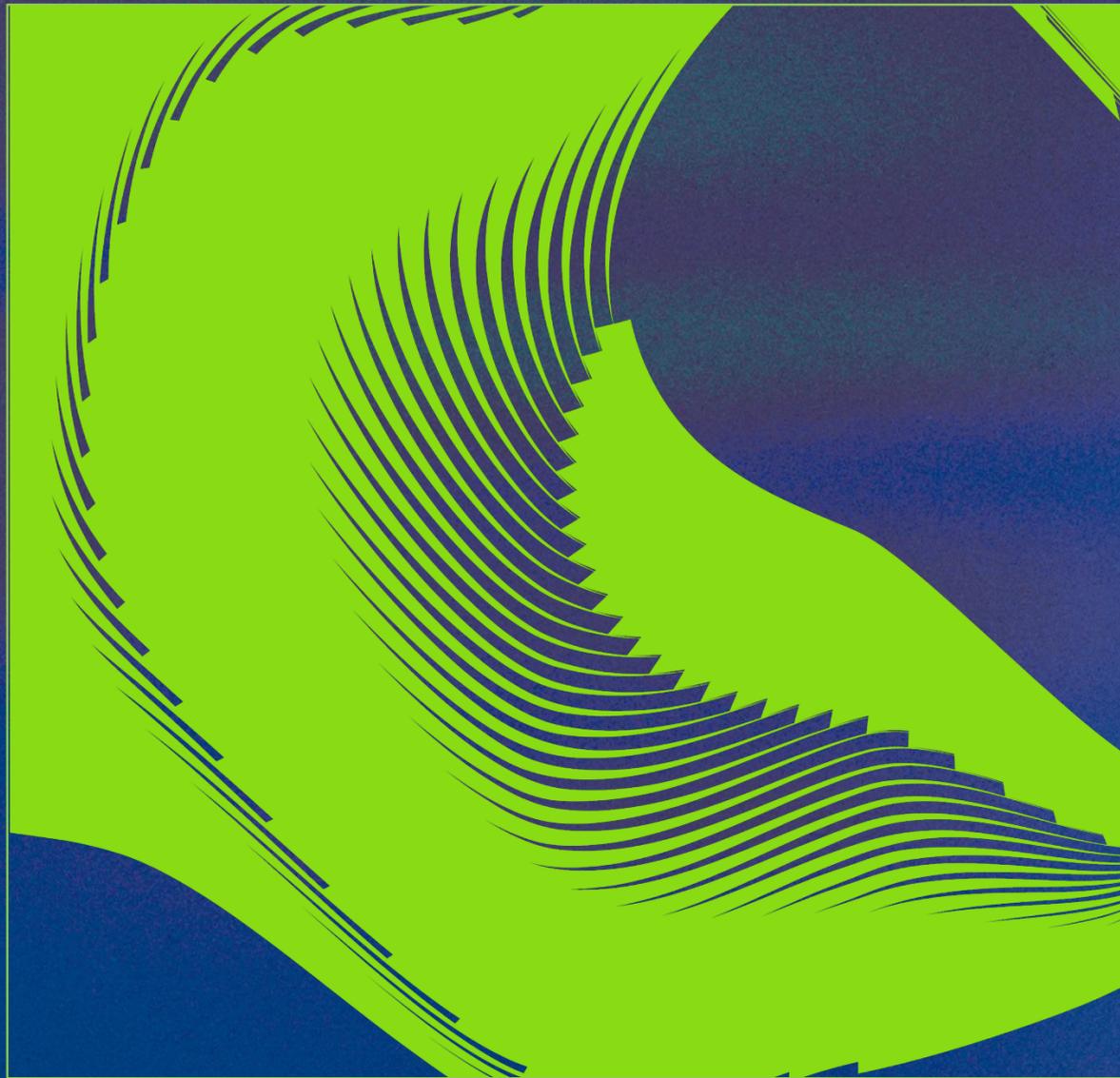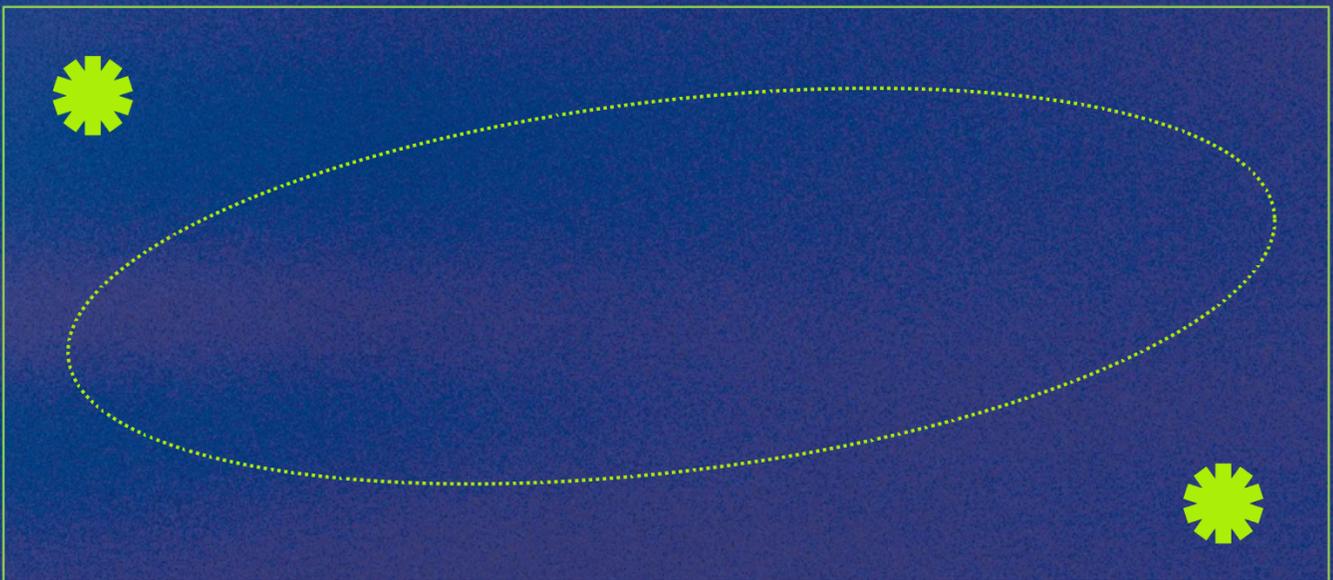
# On-Demand Training

Explore a wide range of subjects, from everyday topics like Payroll Processing to specialized offerings such as Share & Perform – gain access to an extensive library of previously taught educational sessions

# Small Group Training

Our webinars occur weekly 11AM – 12PM ET Monday – Thursday and are free to all clients who register and attend

74921 59300 4    18863 70782 0

SMALL GROUP TRAINING SMALL GROUP TRAINING SMALL GROUP TRAINING SMALL GROUP TRAINING SMALL GROUP TRAINING SMALL GROUP TRAINING SMALL GROUP TRAINING

# Custom Training

Personalized training on topics of your choosing.

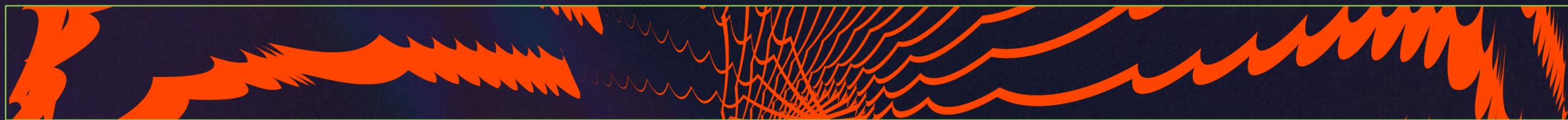These trainings can range from $100 – $200 per session depending on the quantity of requested topics
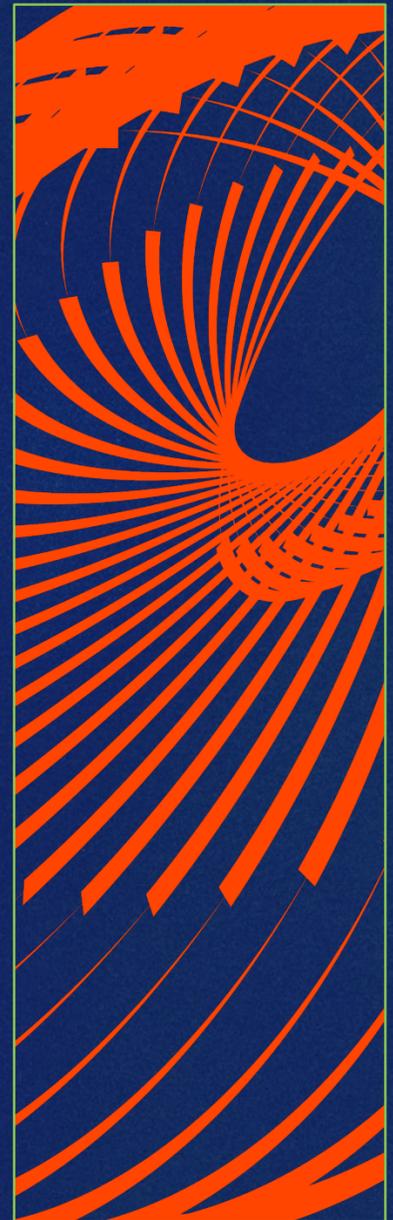
# THANK YOU

# Client Services

# What Do I Need for a Stellar Year-End?

➤ 2023 Year-End Guide

➤ Year-End Checklist

➤ IRS Publication 15b

➤ isolved

➤ Dominion Payroll Resource page

➤ Customer Service Astronauts

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YEAR-END YEAR-END YEAR-END YEAR-END YEAR-END YEAR-END YEAR-END

# Launch Dates

## 2023 / 2024



# Federal Holidays
## Dominion Payroll is CLOSED

>> **Thursday, November 23rd:**
Thanksgiving Day

>> **Monday, December 25th:**
Christmas Day

>> **Monday, January 1st:**
New Years Day

>> **Monday, January 15th:**
Martin Luther King Jr. Day

# Important Deadlines

**12/1** - Requests for accrual plans, custom reports, etc...

**12/27** - Last day to process payroll for 2023

**1/5** - Last day to file W-2 corrections without the need for amended returns *(Fees apply)*

**1/8** - Electronic W-2's are available for viewing

**1/17** - 2023 Quarter 4 Reports will be available in isolved

**1/19** - All W-2's/1099's will have been shipped

# 2024 Payroll Schedule
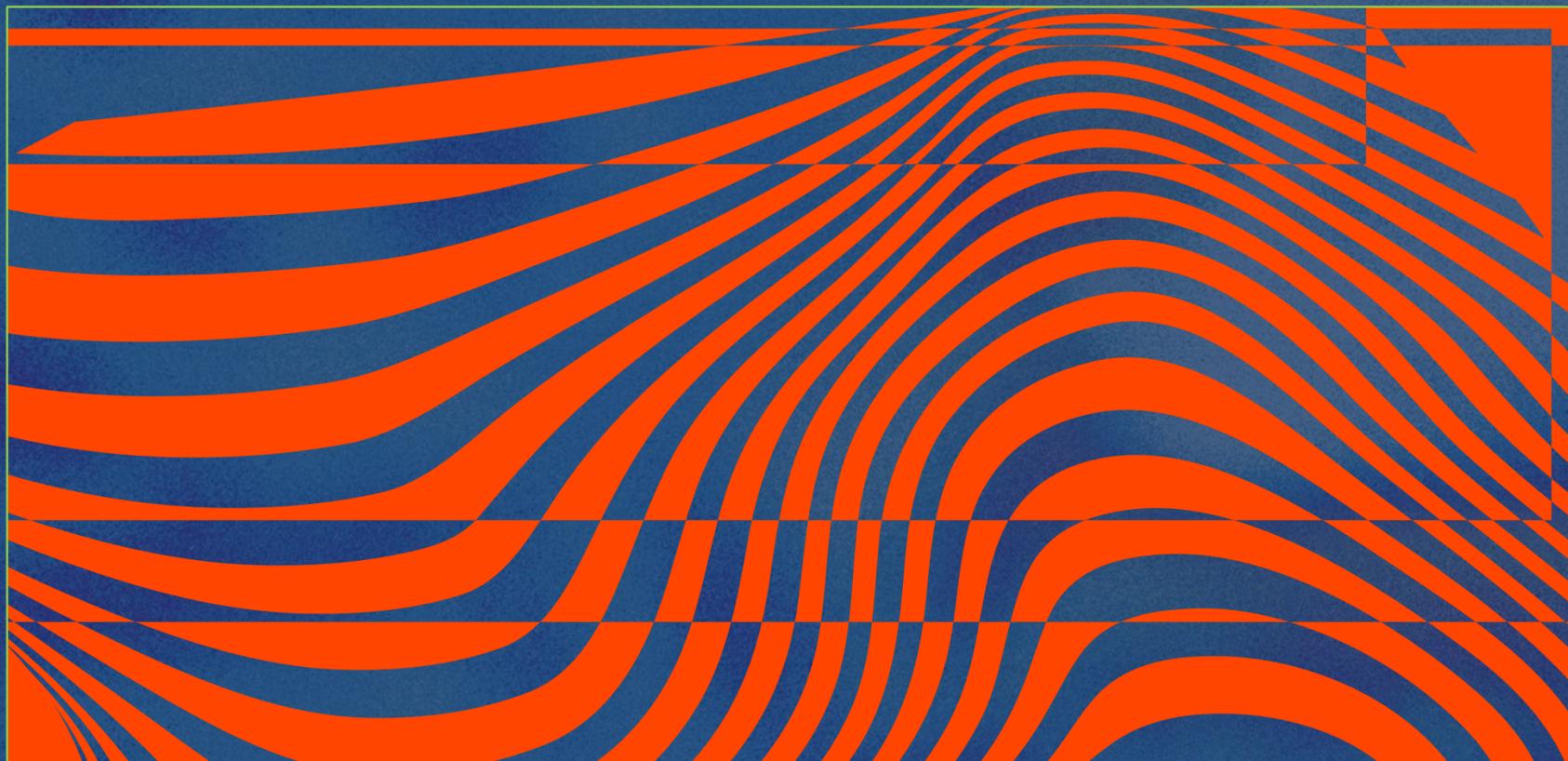


>> Review payroll calendar for 2024

>> Submit an updated 2024 holiday schedule

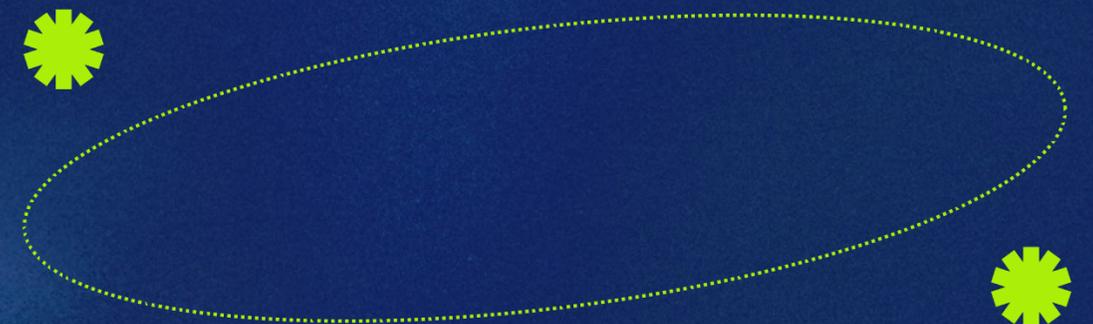>> Review accrual (PTO) setup and carryover balances

# Year-End Adjustments

## Why might I need to do a Year-End adjustment?

» Wage reallocation

» Tax correction

» Voids or manual checks

Please notify customer service no later than

**Monday, December 4th**

for any Year-End payroll adjustments to help avoid **fees** and *amended returns!*
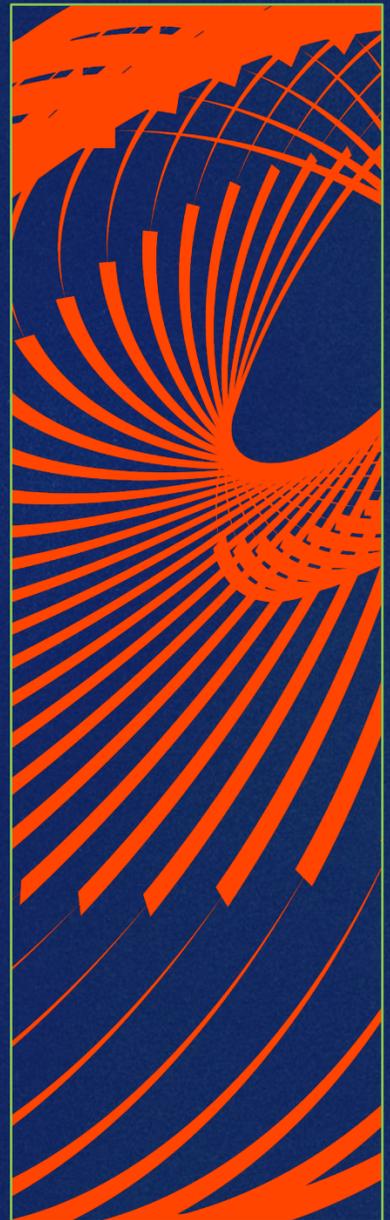
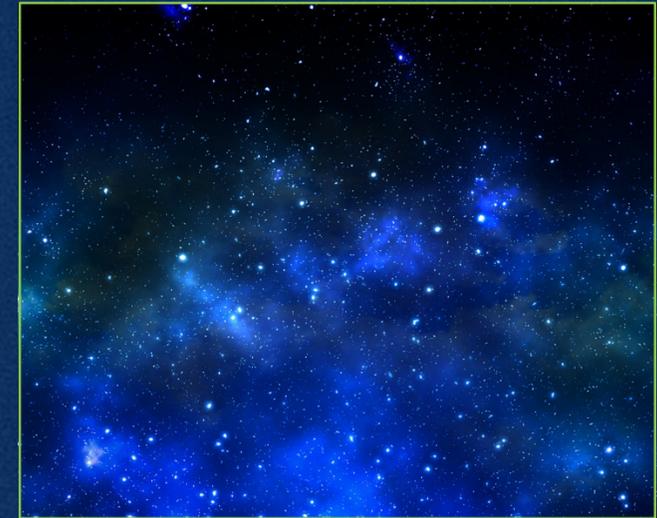YEAR-END YEAR-END YEAR-END YEAR-END YEAR-END YEAR-END YEAR-END

# Bonus Payroll Checklist

Contact service team > complete Bonus Checklist > issue bonus to your employee!

In 2023, the federal withholding rate for supplemental wages is 22% up to $1 million which does not include regularly salaried income.

BONUS PAYROLL CHECKLIST BONUS PAYROLL CHECKLIST BONUS PAYROLL

# High Liability Payroll

Any payroll with $100k or more in Federal Tax Liability OR a total ACH debit of $500k or more

Will require 2-business-day processing lead time for timely funding and posting

Pre-funding wire or Proof of funds for payrolls that significantly exceed the client's normal payroll amount

Please reach out as soon as you are aware of larger-than-normal payroll runs

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# Fringe Benefit Checklist

A questionnaire will be sent out to properly collect and capture all information

## Common Fringe Benefits

- Group Term Life
- Auto Allowances
- Tuition Assistance
- Moving Expenses
- Insurance Premiums paid by the Employer
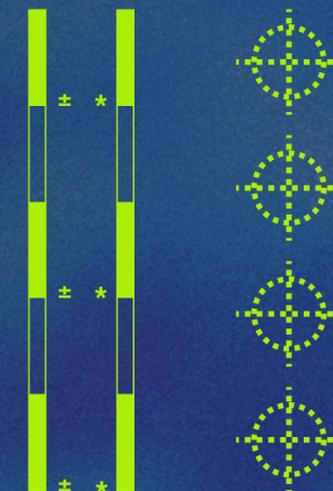- Awards & Prizes, i.e., gift cards or non-cash compensation

# Auto Allowances

**Two most popular Taxable Auto allowances:**

- **Personal Use of Company Car (PUCC):** The non-business use of a company car

- **Auto/Cash Allowance:** Paid allowance to an employee related to the use of a personal car

- Standard mileage business rates for 2023 - *65.5 cents per mile.**

# Audit Employee Profiles

What should be audited?

- Employee Name
- Social Security Numbers
- Address, City & Zip

Reporting > Client Reports:

- Employee W-2 Preview
- Year-End Exceptions Report
- Employee W-2 Verification Report
- Electronic Tax From Delivery Status

# W-2 Tax Reporting

Common questions you'll get from your employees:

» *Why didn't I have any tax withholding - (federal, state or both)?*

» *I filed my taxes, but I'm not getting a refund... why?*

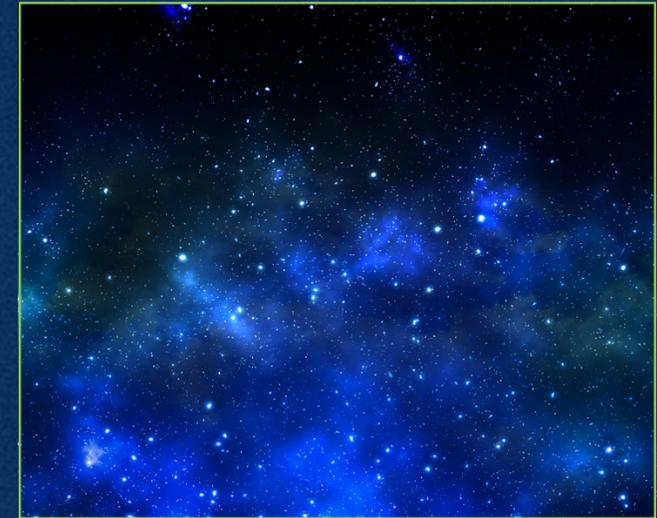» *Why does my final paystub not match the amount on my W-2?*

For common questions on W-2's, visit our website:
http://dominionpayroll.com/electronic-w2-faq

Don't forget -
**Pay Date** takes priority!
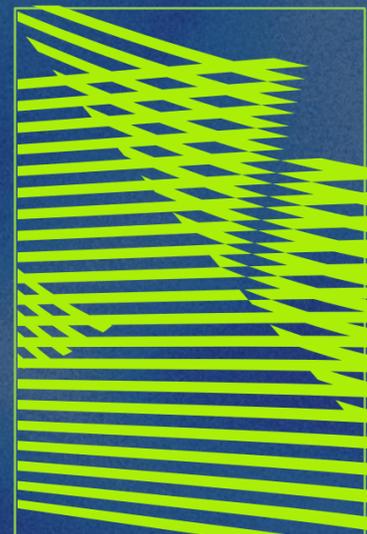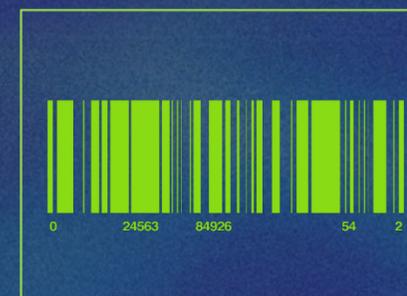
# Company Contact Info





**Names**
- Payroll Admins
- Company Owners
- Third Party Representatives

**Contact Details**
- Legal Company Addresses
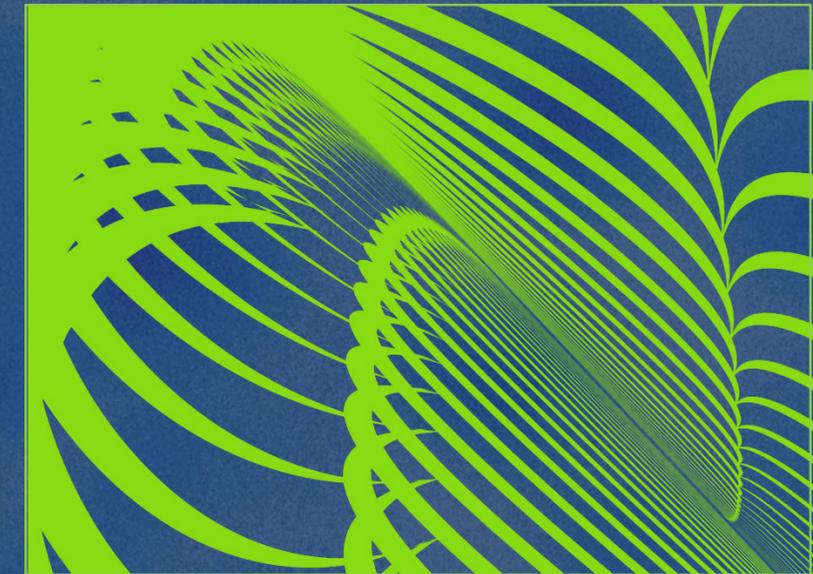- Phone Numbers
- E-mail Addresses

**Consider**
- Is the delivery address different from company address?
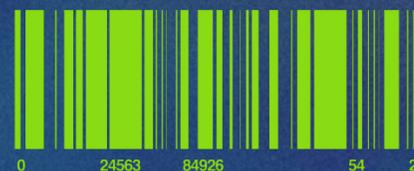
We want to reach you!

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# Paperless W-2's

## Pros:

- *Reduce the risk of lost W-2's*

- *Get W-2's to your employees faster!*

- *Save on the cost of distribution!*

*Employee Admin Tools > Electronic Elections*

**EMPLOYEE ADMIN TOOLS**

Employee Administration >
Employee Analytics ⌄
Anniversaries
Birthdays
Certifications
Completed Workflow
Documents on File
**Electronic Elections**

| Electronic Consent | | | | Year End Delivery | | | Status Descri... |
|---|---|---|---|---|---|---|---|
| Consent Status | Consent Date | Consent With... | Delivery Status | Consent Date | Consent With... | | |
| | | | Never Consented | | | | Active |
| | | | Never Consented | | | | Active |
| Active | 1/31/2022 | | Active | 1/31/2022 | | | Active |

# 1099 NEC

In accordance with IRS requirements, we will only be producing 1099-NECs for anyone with **$600** or more in **non-employee** compensation.

» *Employee Self-Service > Pay History*

» *IRS Form Website:*
https://www.irs.gov/pub/irs-pdf/f1099nec.pdf

7171 ☐ VOID ☐ CORRECTED

PAYER'S name, street address, city or town, state or province, country, ZIP or foreign postal code, and telephone no.

OMB No. 1545-0116

Form **1099-NEC**
(Rev. January 2022)
For calendar year
20___

**Nonemployee Compensation**

PAYER'S TIN | RECIPIENT'S TIN

1 Nonemployee compensation
$

**Copy A**
**For Internal Revenue Service Center**

RECIPIENT'S name

2 Payer made direct sales totaling $5,000 or more of consumer products to recipient for resale ☐

3

**File with Form 1096.**

For Privacy Act and Paperwork Reduction Act Notice, see the current General Instructions for Certain Information Returns.

Street address (including apt. no.)

4 Federal income tax withheld
$

City or town, state or province, country, and ZIP or foreign postal code

Account number (see instructions)     2nd TIN not. ☐

5 State tax withheld | 6 State/Payer's state no. | 7 State income
$ | | $
$ | | $

Form **1099-NEC** (Rev. 1-2022)     Cat. No. 72590N     www.irs.gov/Form1099NEC     Department of the Treasury - Internal Revenue Service
**Do Not Cut or Separate Forms on This Page — Do Not Cut or Separate Forms on This Page**

1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099 NEC 1099

# Resources and Contact Info

When in doubt, REACH OUT TO YOUR STARS!

Virginia:
customerservice@dominionpayroll.com
804-355-3430

Texas:
txsupport@dominionpayroll.com
214-396-9646

Tennessee:
dpsupport@dominionpayroll.com
615-577-99220

# Resources – IRS/DP
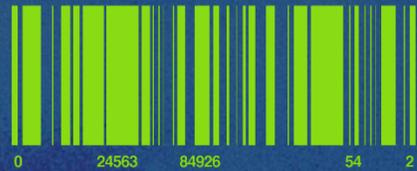
» **IRS Publication 15-B and Instructions:**
https://www.irs.gov/publications/p15b

» **DP Website:**
*Under Resources > Guides & Forms*
https://dominionpayroll.com/
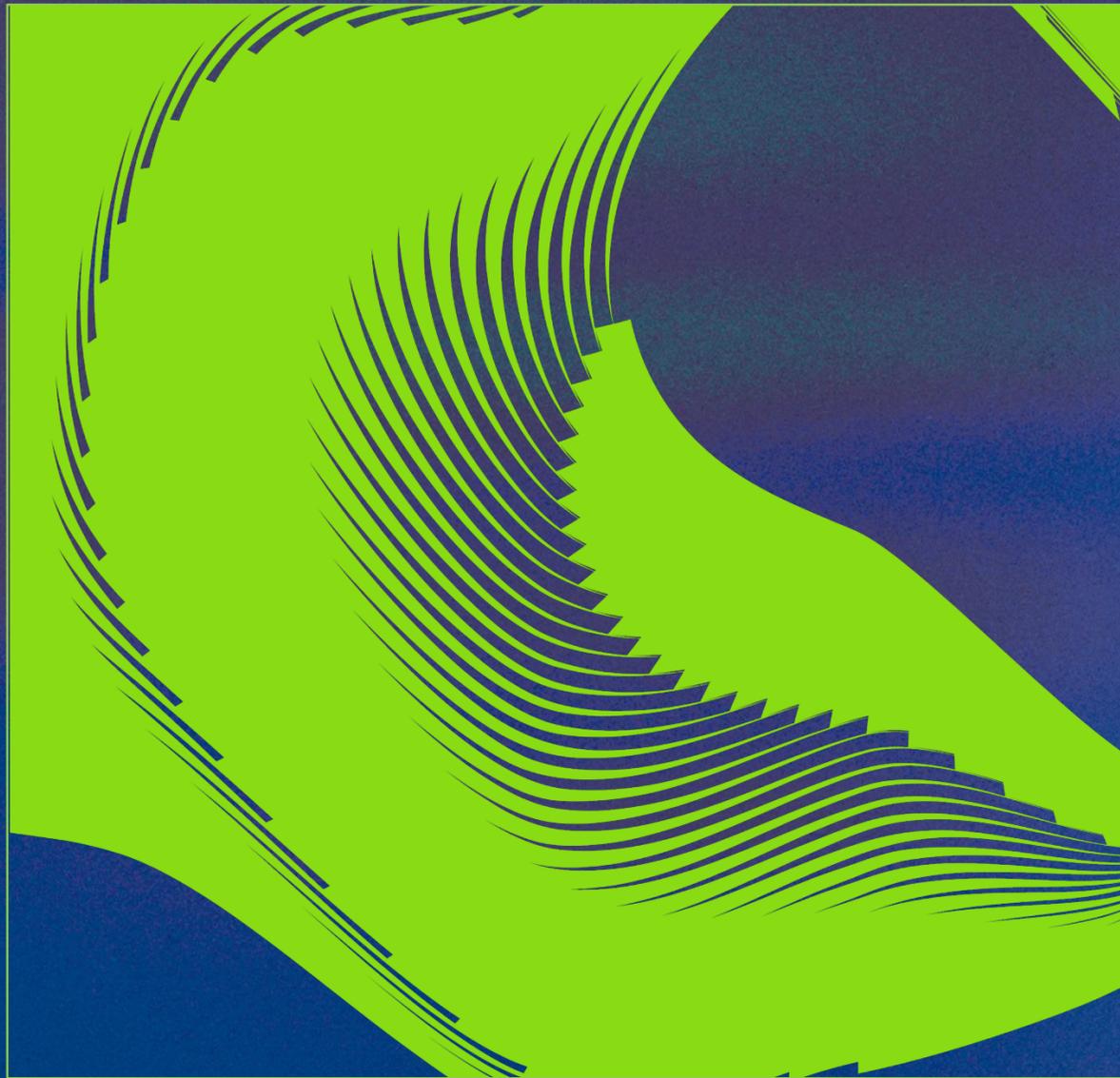
# THANK YOU
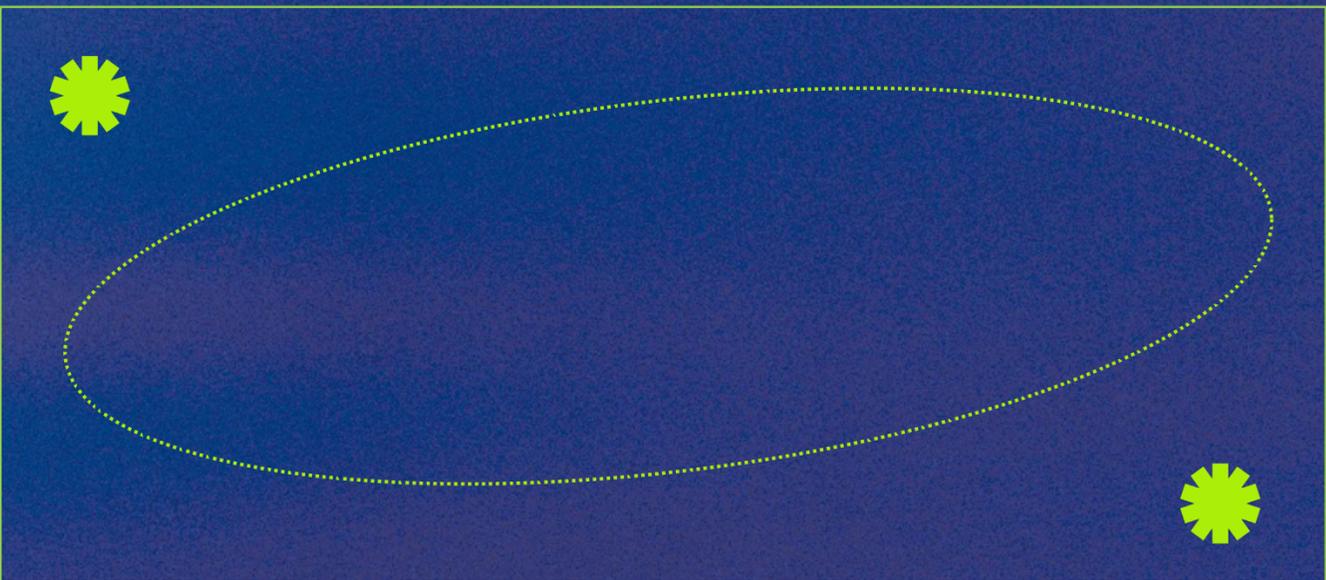
# Break Time

Don't drift far – We will be back in just 5 minutes!

**5**

## SPACE JOKES

How can you save money on your power bill?

*With a solar system.*

What do rocket scientists call their mid-day rest?

*A launch break.*

How can I finance a spaceship?

*Buy now, pay crater.*

# Benefits
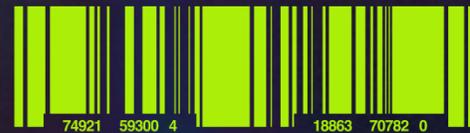
Benefits Administration | Open Enrollment | Carrier Connections | Benefits Reconciliation | ACA Reporting

# What's New for 2023??

- The final version of the 2023 ACA instructions indicate that there are no major changes this year

- The affordability percentage dropped to 9.12% for plan years beginning in 2023, the lowest to date

- Employer penalties for non-compliance continue to increase

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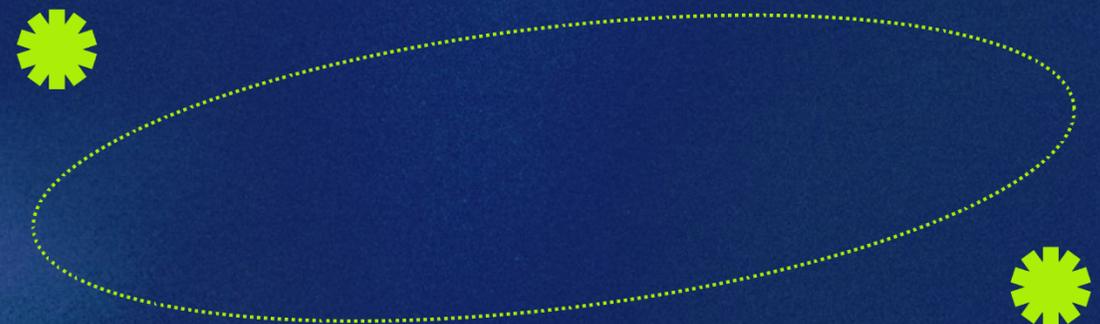
WHAT'S NEW WHAT'S NEW WHAT'S NEW WHAT'S NEW WHAT'S NEW
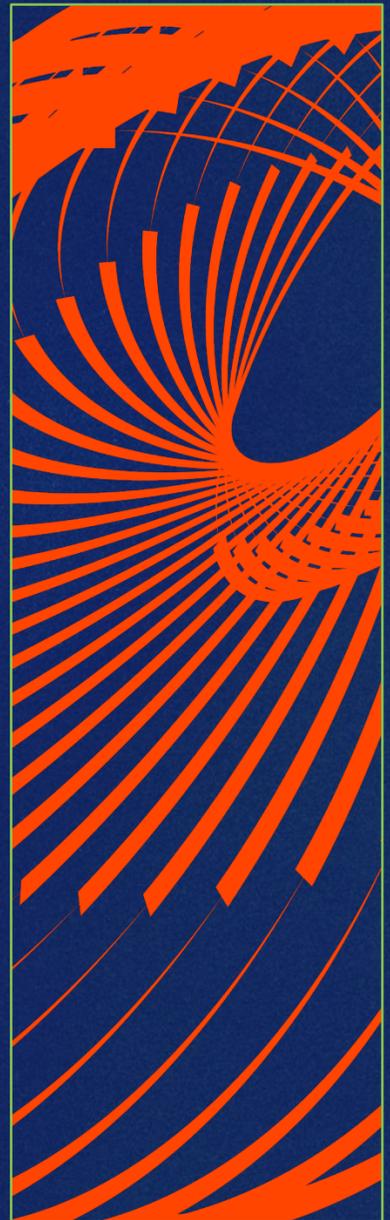
# Who Needs to File?

## Applicable Large Employers (ALEs)

Companies with 50 or more Full Time Employees and/or Full Time Equivalents in 2022

## Aggregated Applicable Large Employers

Common ownership between multiple companies who in total had 50 or more Full Time Equivalents in 2022
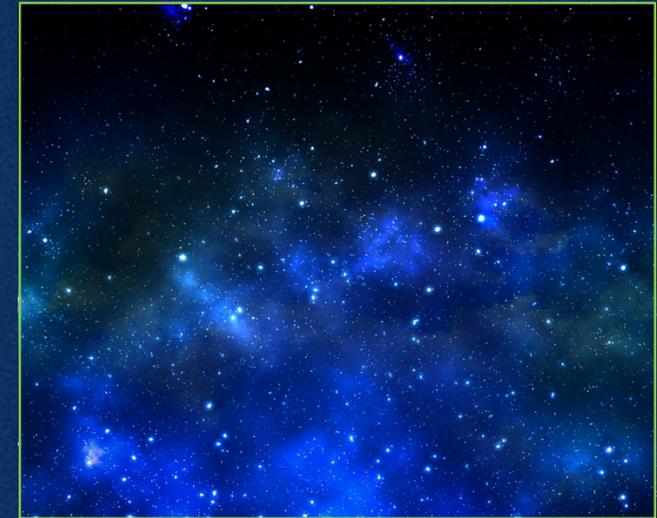
## Self Insured Companies

Companies that offer self insured or level funded medical coverage to employees (regardless of employee count)

# Important Deadlines
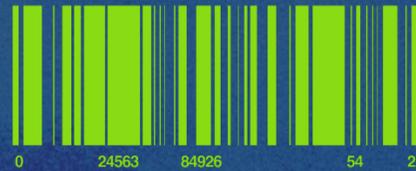
**February 2, 2024** – Employers must approve ACA forms in isolved no later than this date

**March 1, 2024** – This is the deadline to furnish 1095 forms to applicable ACA full time employees. Forms must be distributed or postmarked by this date

**April 1, 2024** – The electronic filing deadline for ACA forms 1094 and 1095 for the 2023 tax year. Electronic filing allows for extra time that paper filing does not, as well as having fail-safes for identifying and correcting ACA reporting issues.

# Previewing Your Forms

Preview your 2023 ACA Forms under Client Management > ACA Setup Options > ACA Forms Approval

# Auditing Employment Categories

Employee Management >
Employee Maintenance >
Employment

# Auditing Benefit Start & Stop Dates
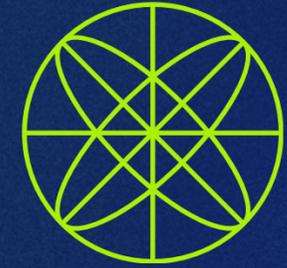
Employee Management >
Employee Benefits >
Benefits

# Auditing Hire & Termination Dates

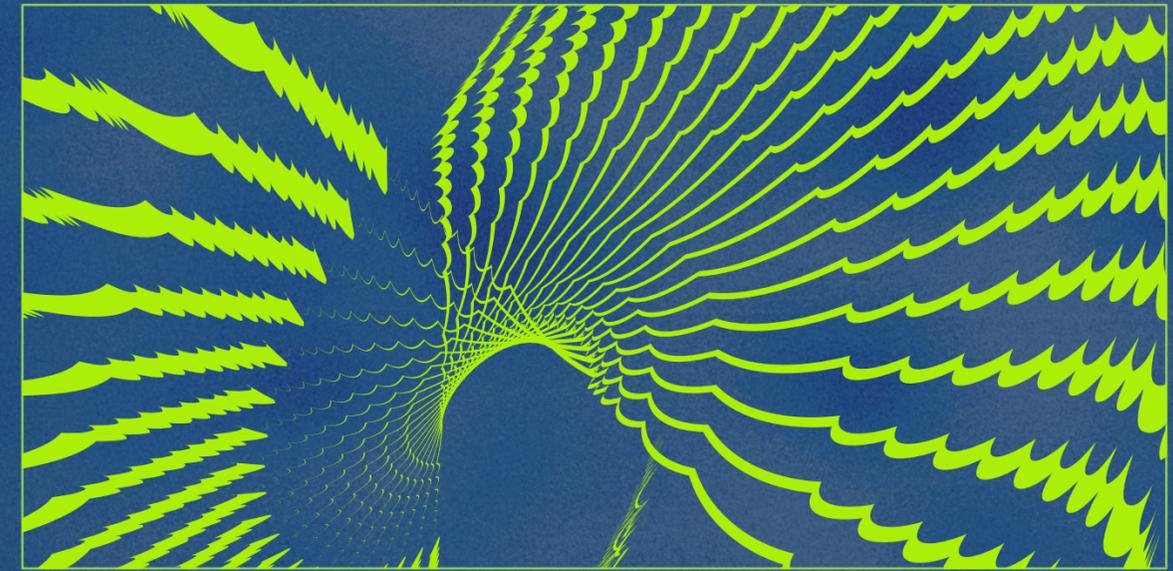Employee Management > Employee Maintenance > Employment Status History

# Auditing Dependents (Self Insured Only)

If you offer self insured medical plans, verify the information for any enrolled dependents under Employee Management > Human Resources > Employee Contacts.

# Approving Your Forms

Please approve forms in isolved by February 2, 2024!

## ACA Forms Approval

**Report Information**

* Reporting Year: 2023

Report Type for Selected Year: **ACA 1094-C and 1095-C Employer**
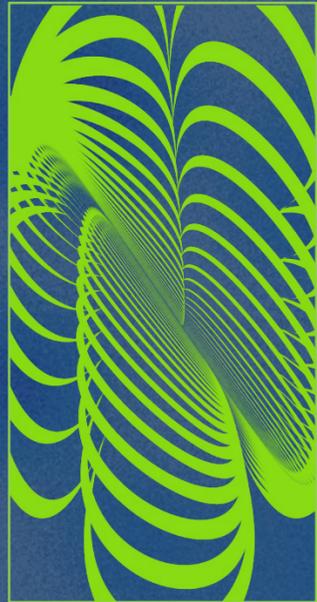
Search the menu

**EMPLOYEE MANAGEMENT**
**EMPLOYEE ADMIN TOOLS**
**PAYROLL PROCESSING**
**REPORTING**
**CLIENT MANAGEMENT**
Work Locations  >
Tables  >
Labor & GL  >
Benefits  >
Job  >
ACA Setup Options  v
    ACA Forms Approval
    ACA Measurement Policies
    ACA Non-Employee Overrides

Preview Forms

Preview Export with Audit

Run Alerts

Approve Forms

Show History

# Penalties for Non-Compliance

**IRS Letter 226J – 4980H(a)**
Failure to offer coverage to 95% of full time employees ($240 per month or $2,880 annually per FTE)

**IRS Letter 226J – 4980H(b)**
Failure to provide affordable, minimum value coverage ($360 per month or $4,320 annually per FTE who receives a premium tax credit)

**6055 Penalty** – Failure to file forms with the IRS ($290 per form)

6056 Penalty – Failure to furnish forms to employees ($290 per form)

*6055 and 6056 penalties double if employer intentionally disregards filing responsibility

# State ACA Reporting
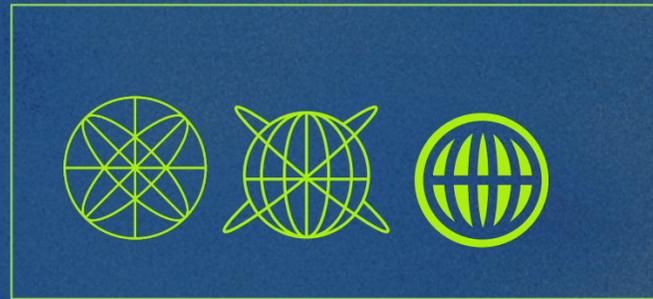
- Some states now require their own ACA filings

- Filing is determined by the employee's resident state, not the location of the organization

- If you have employees in any of these states, we will take care of the filing for you!

- California
- Connecticut
- District of Columbia
- Hawaii
- Maryland
- Massachusetts
- Minnesota
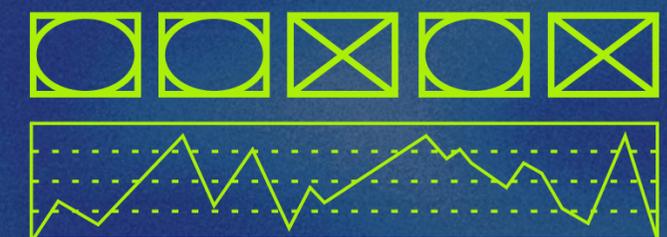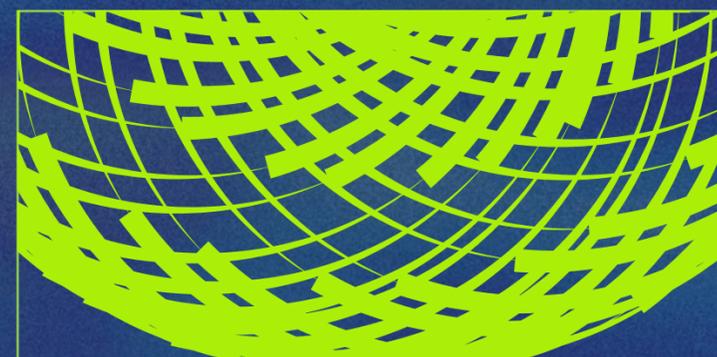- New Jersey
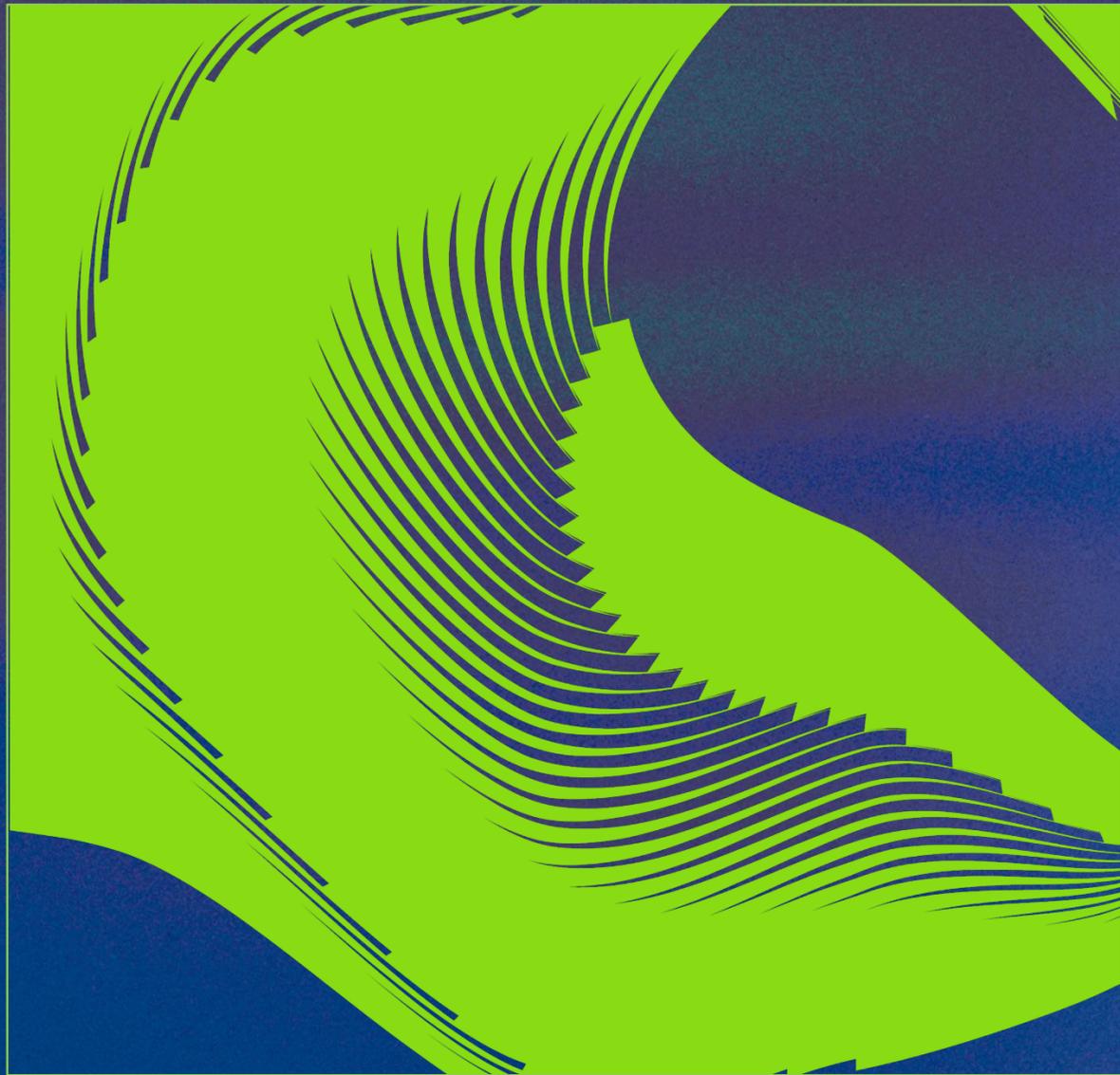- Rhode Island
- Vermont
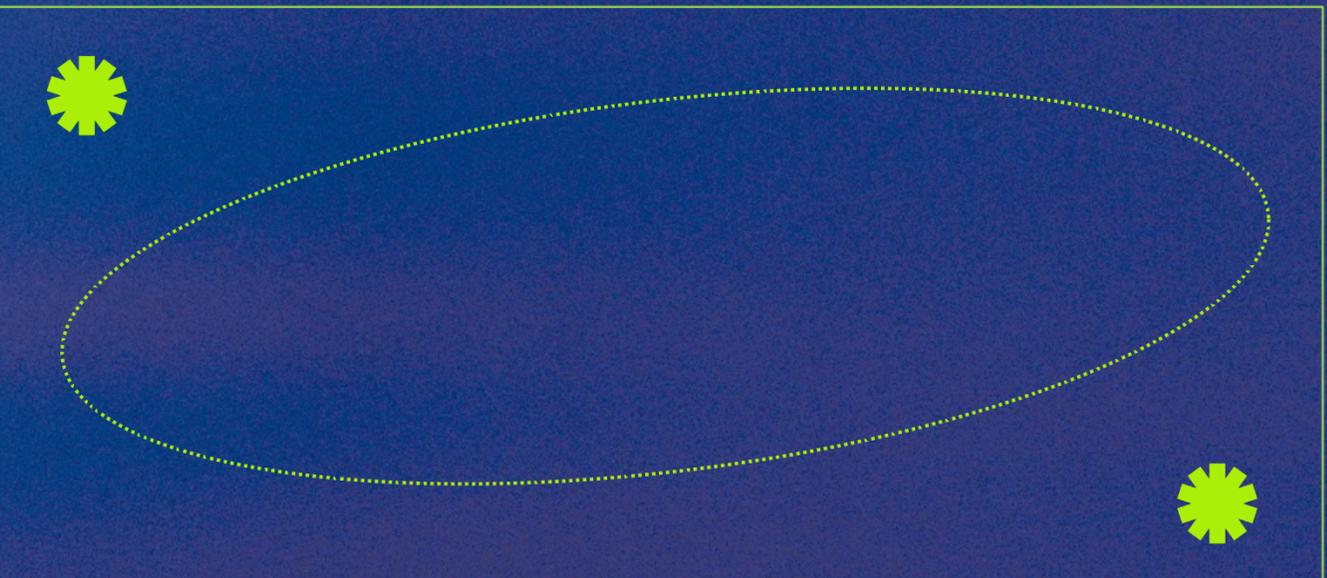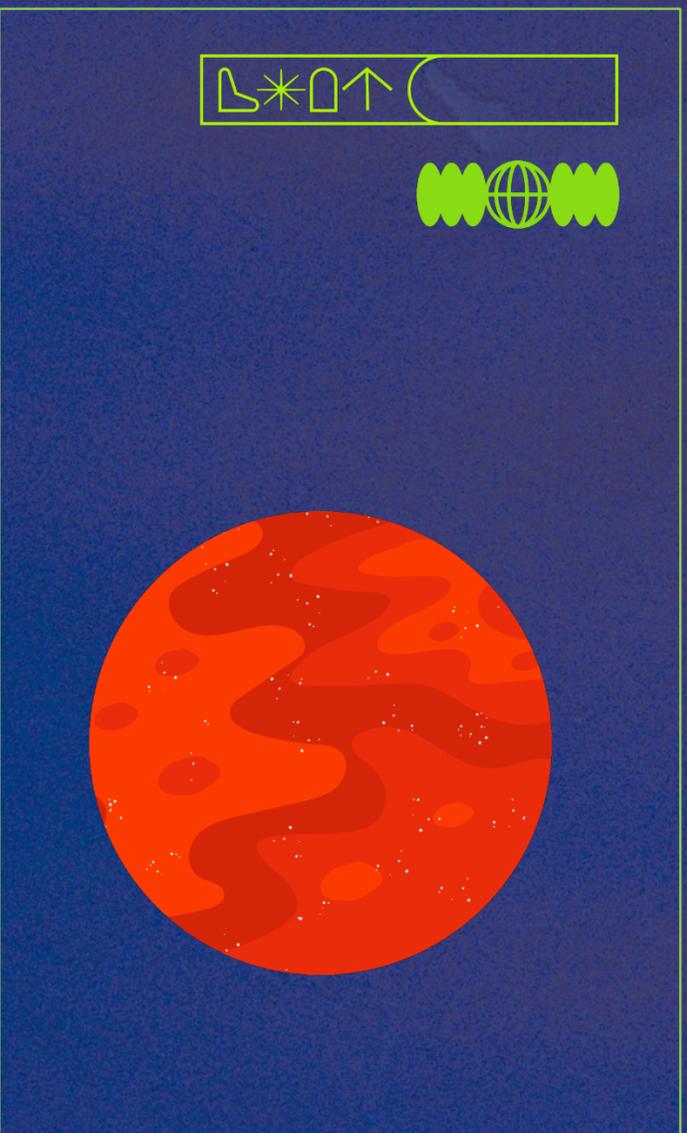- Washington
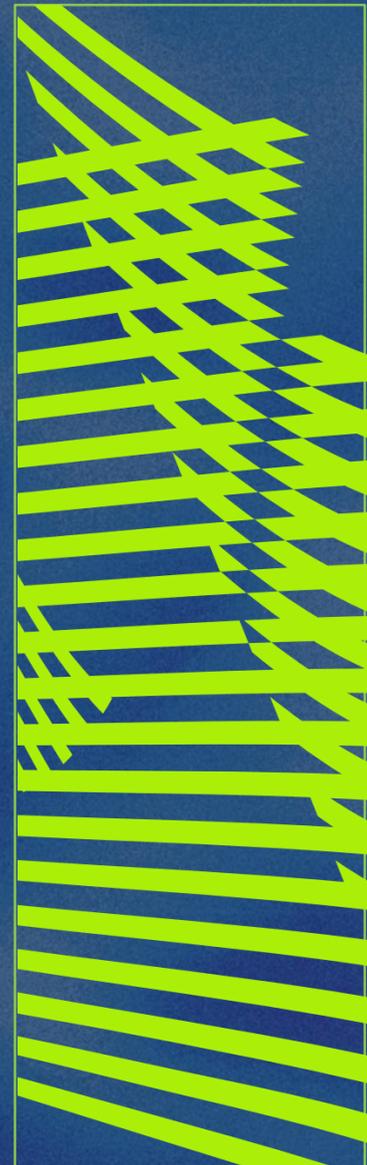
# Key Points to Remember

- Verifying accurate employee data in isolved will ensure a smooth ACA reporting process

- Look out for the 2023 ACA communication for updates and reminders – coming to your inbox in early December!

- The potential penalties aren't worth the risk! Reach out to benefits@dominionpayroll.com if you aren't sure whether you need to report

- **February 2nd**: Deadline to approve 2023 ACA forms in isolved

- **March 1st**: Deadline to distribute 1095 forms to employees

- **April 1st**: Deadline for Dominion Payroll to electronically file 1094 and 1095 forms with the IRS
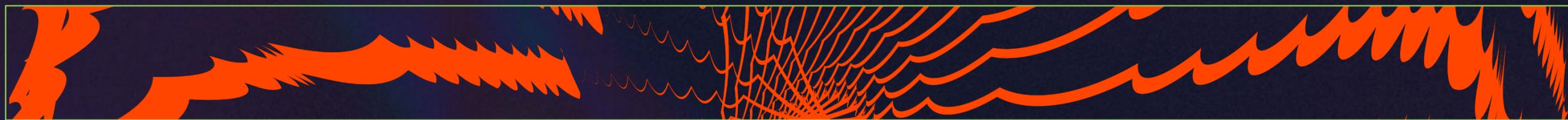
REMEMBER REMEMBER REMEMBER REMEMBER REMEMBER REMEMBER REMEMBER REMEMBER

THANK YOU

# Tax

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# FUTA Credit Reduction

A state is a credit reduction state if it has taken loans from the federal government to meet its state unemployment benefits liabilities and has not repaid the loans within the allowable time frame.

A reduction in the usual credit against the full FUTA tax rate means that employers paying wages subject to unemployment insurance (UI) tax in those states will owe a greater amount of tax.

These states will have a credit reduction of 0.6% for 2023: California and New York. The U.S. Virgin Islands will have a credit reduction of 3.9%. This was effective November 13. For more information you can refer to the website.
https://oui.doleta.gov/unemploy/futa_credit.asp

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# FUTA Credit Reduction
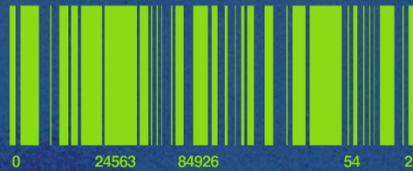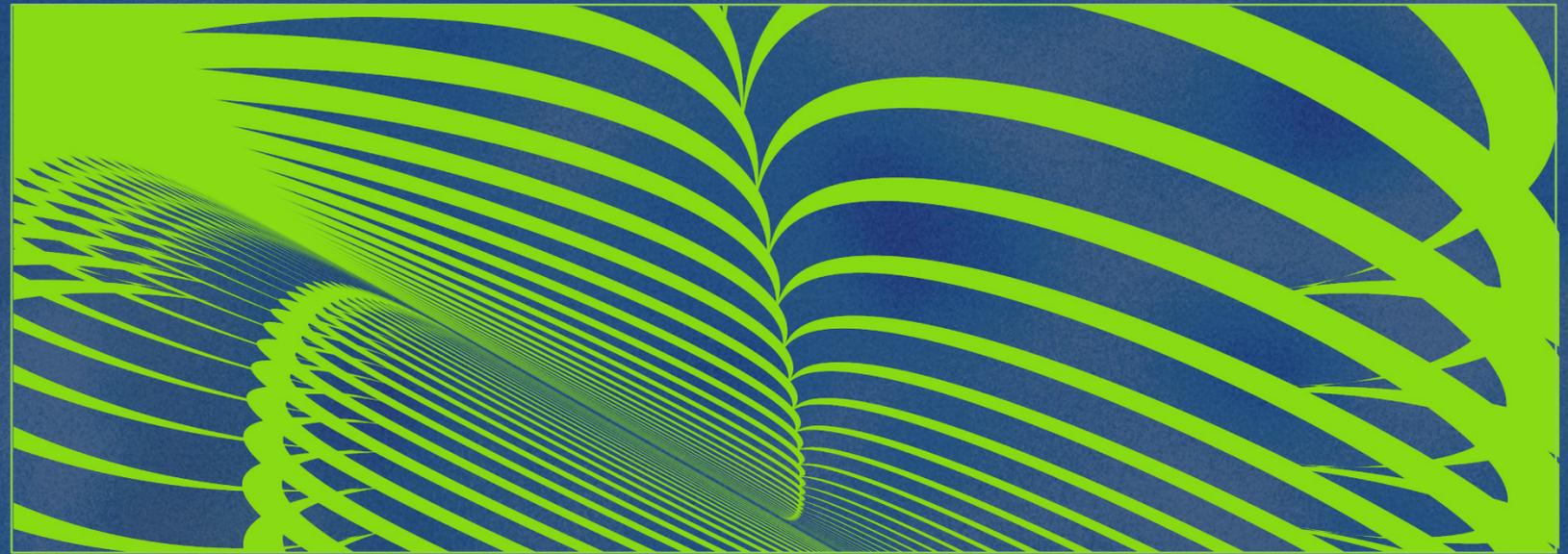


If you have an employee in one of these states, you will see an additional .6% in FUTA tax collected to be paid with the 940 at the end of the year.

This will occur on the first check date in December after December 4$^{th}$. This will be on all FUTA taxable wages in 2023, not just for fourth quarter.  If you happen to not process another payroll after 12/4, please contact us at tax@dominionpayroll.com

If you have any questions on this, we have provided a link to the IRS web page on what causes the credit reduction.

https://www.irs.gov/businesses/small-businesses-self-employed/futa-credit-reduction

# Changes for 2024

**Social Security Wage Base**

- 2024 $168,600
- 2023 $160,200

- Find out more information: https://www.ssa.gov/oact/cola/cbb.html

**Medicare**

- No Changes for 2024
- Employee and Employer remains at 1.45%
- Employees that reach 200k pay additional 0.9% (250k for MFJ)
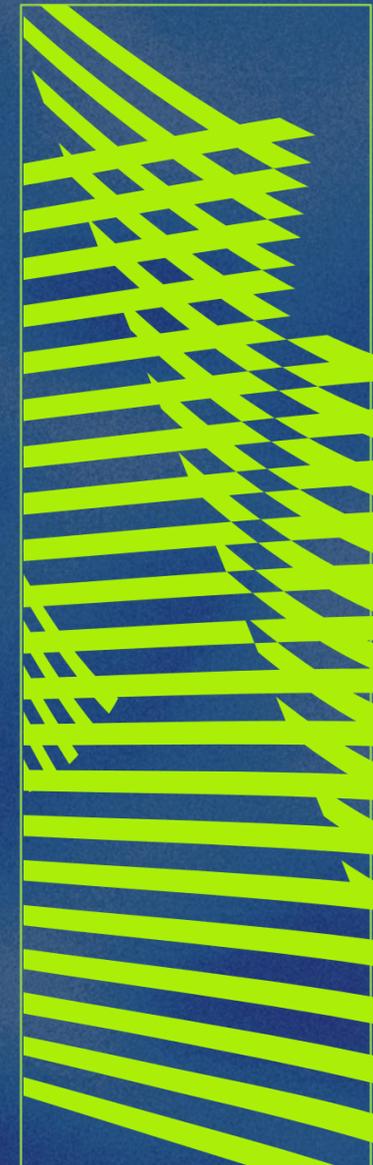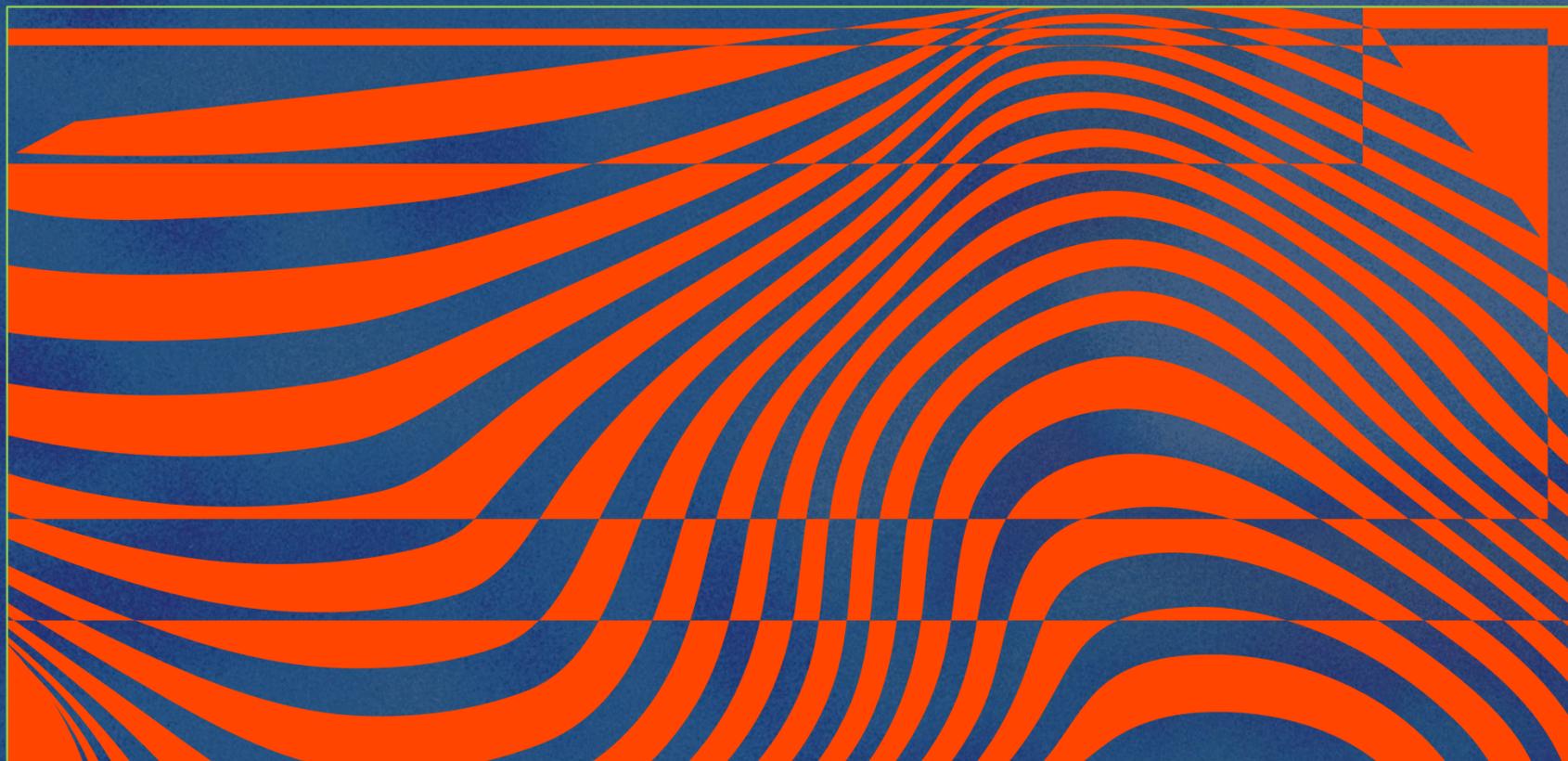
# Information You Will Receive

- 2024 State Withholding Deposit Frequency Updates

- 2024 State Unemployment/Paid Family Leave/Worker's Comp Tax Rates

Please forward this information to
**tax@dominionpayroll.com**

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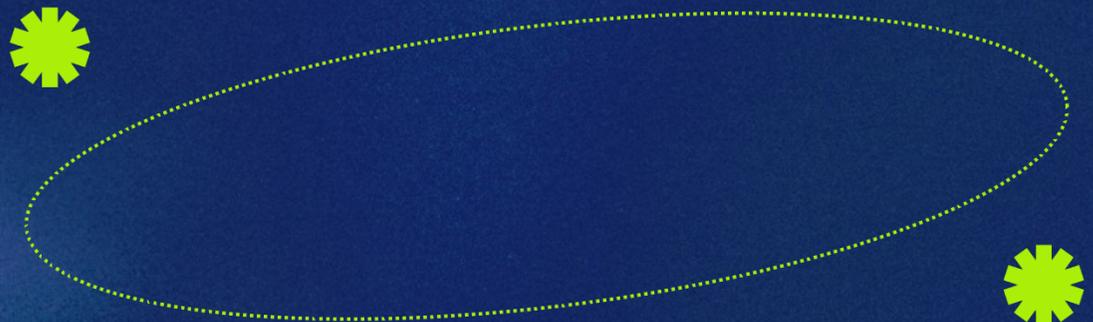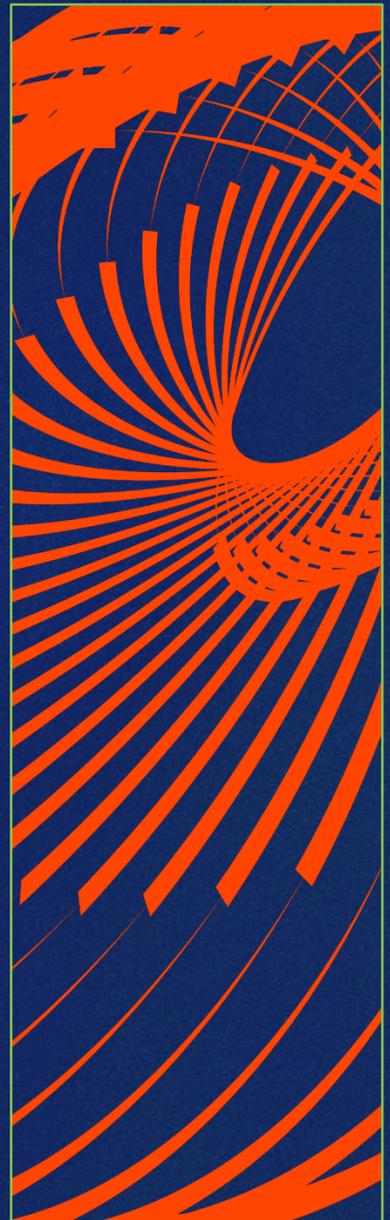
INFORMATION INFORMATION INFORMATION INFORMATION INFORMATION

# Paperless W-2s Now Available!

0 24563 84926 54 2

No paper?
No problem!

# Paperless W-2 Highlights

- Easy Access
- Receive by Jan. 8
- Save Paper and postage
- Secure - no paper floating around
- Receive adjustment reprints faster
- Reduce administrative nightmare of distribution
- Also applies to 1099s and ACA 1095s
- Each employee must consent
- Terminated employees automatically receive paper W-2s
- For more details you can visit our website: https://dominionpayroll.com/electronic-w2-faq/

# W-2 Information

As we near the time of W-2 filing to the Social Security Administration, it is pertinent that you review your employee records to ensure each employee has a valid Social Security Number.  Please also have your employees verify the spelling of their name and their address in isolved.

Any employee with an invalid or missing Social Security number may cause your W-2 file to error out of our bulk file on both the federal and state levels, and the W-2 filing applications do not generate any error reports for us to review.

W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2 W2

# Improving Your Tax Filings and Payments

**Your tax agency account number:**

- It is important that we have the correct account number for any of your tax agencies. There is a per payroll report in isolved titled 'Exceptions' and this will list any issues with tax account numbers.
- If one is missing and active, we need to have an agency document or website screenshot sent to our tax team at tax@dominionpayroll.com

- If you are no longer using the account, send an email to the same address asking for us to make it inactive. If you have not closed the account with the tax agency, please do so on your end.
- Most agencies are moving to electronic filing and payments as the only option. If we do not have a valid id number, we cannot process electronically.

# Registering for Agency Accounts

Most agencies will provide an account number immediately when you complete registration. When you get this, send a screenshot or scan a printed copy, to the tax@dominionpayroll.com address.

This link has the websites for all agencies you would need to register. https://dominionpayroll.com/forms/

When you add a new work location or state, the agency linked to that is automatically added as "applied for." You should register for the account before you add to the Isolved system, so you have the id number for the first payroll.

Also make sure to provide any tax rates and/or deposit frequencies.

THANK YOU

go

# Product Solutions

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# Product Solutions

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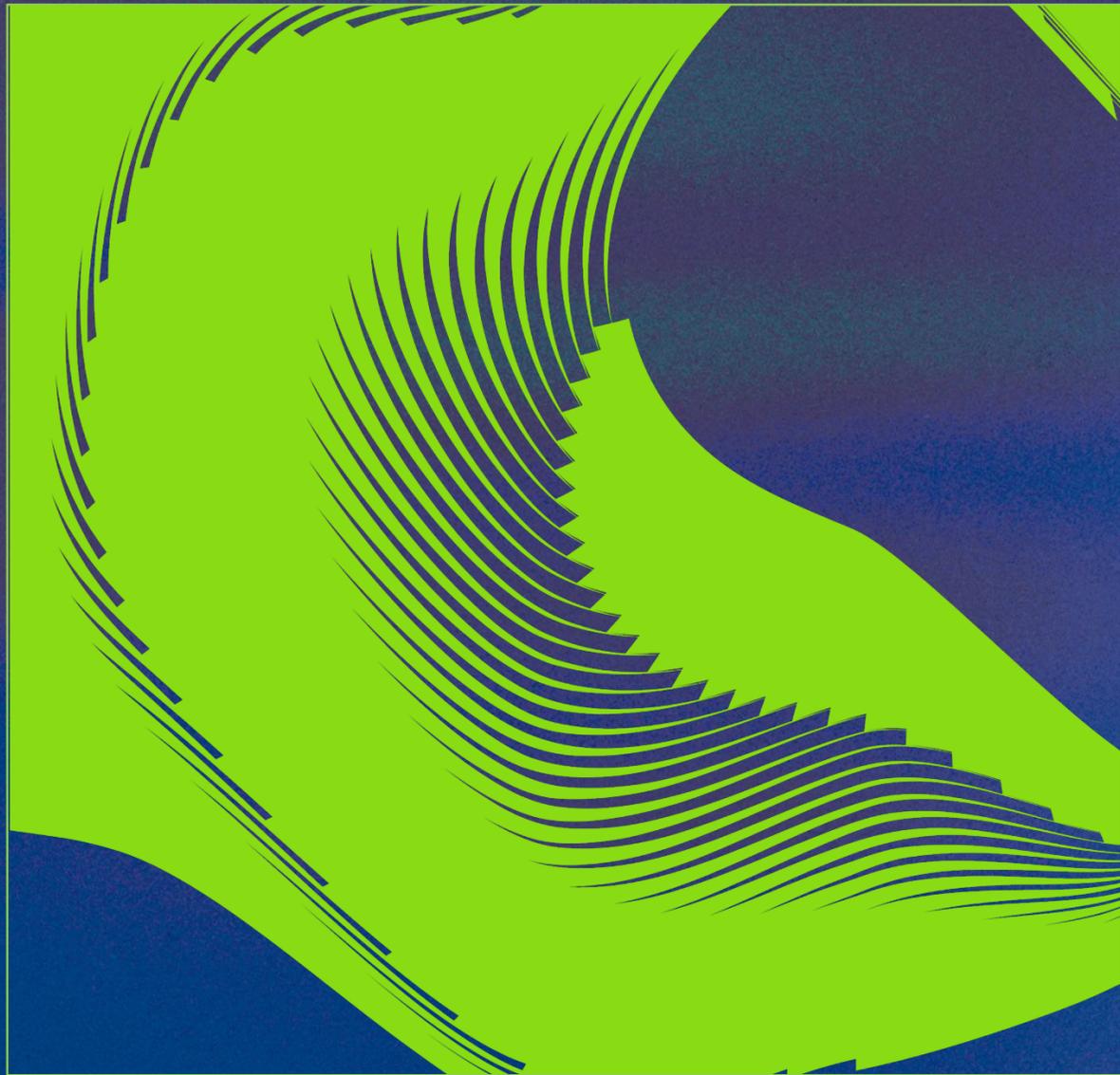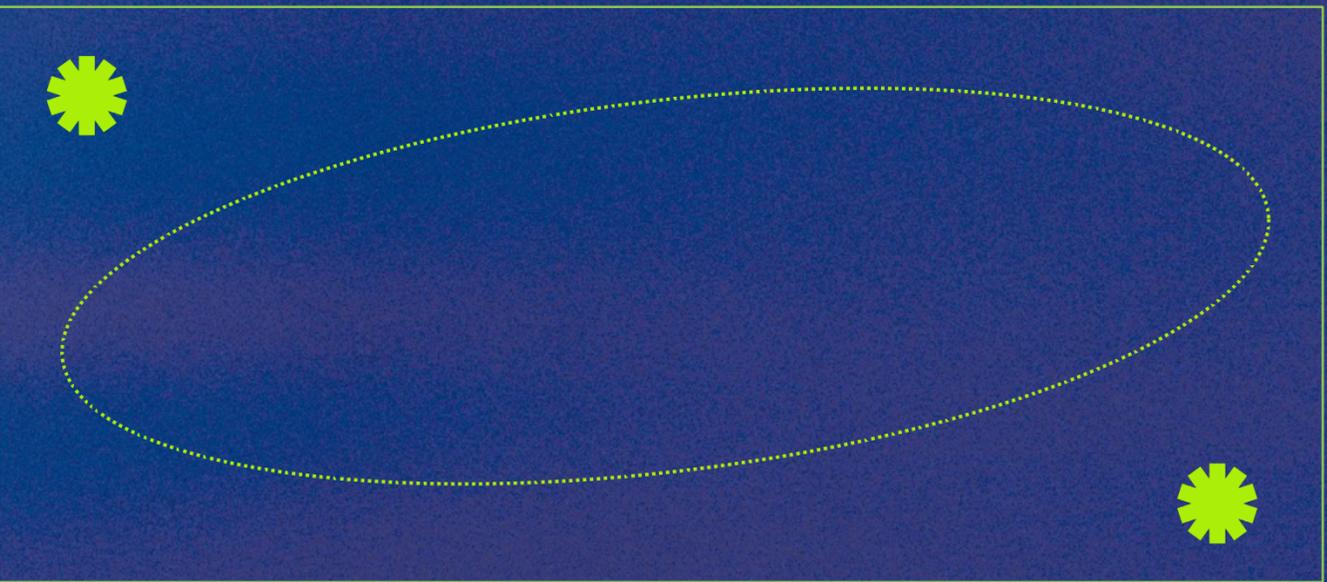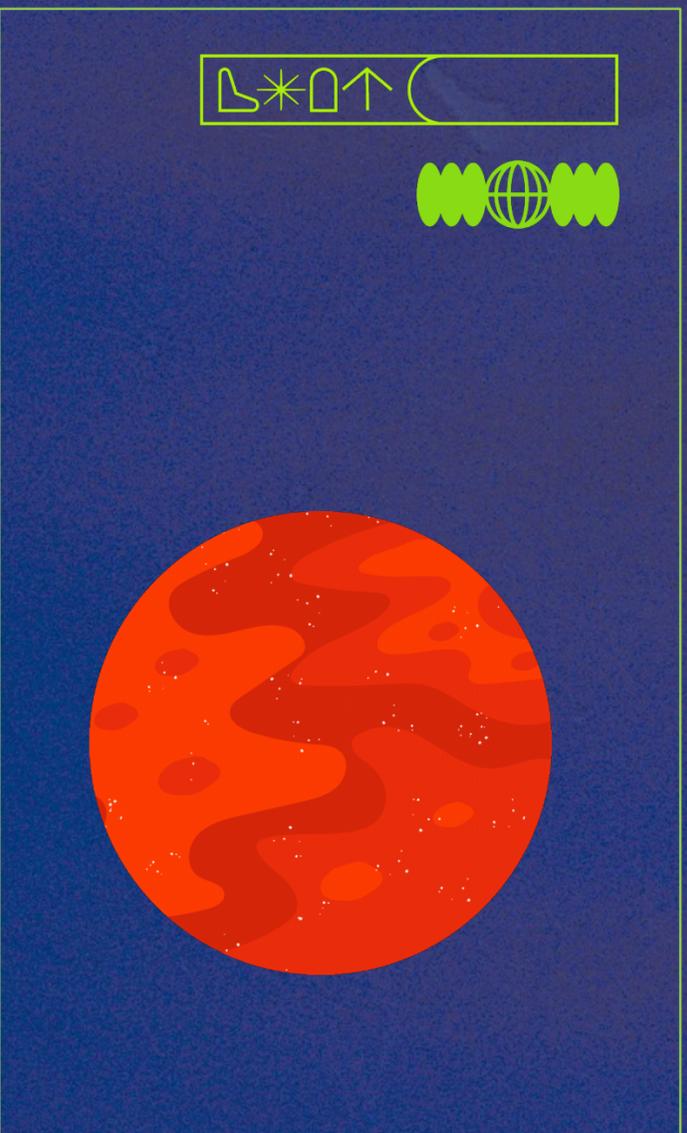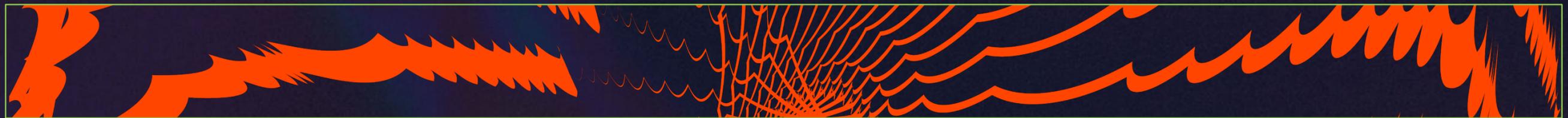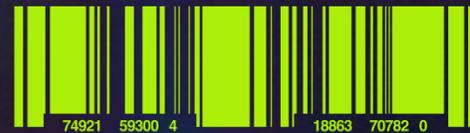
Our mission, to explore strange new regulations, to seek out new products and new solutions, to boldly go where no payroll company has gone before.

We are Seeking Out New Products and New Solutions.
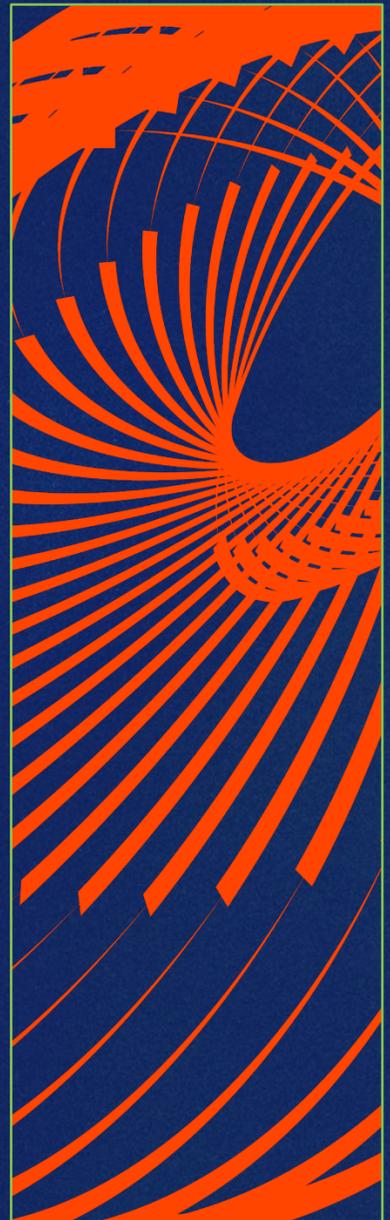
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# Conversational Virtual Assistant

## Help Your Employees

Use Teams to allow your employees to pull data such as
- Company Holidays
- Time Off Balances
- Pay Stubs
- Tax Filing Info

# Predictive People Analytics

## Help Your Business

Gain Valuable Insights About Your Business Through Statistical Information
- Average Tenure per Job Title
- Length of Time to Fulfill a Role
- Predict Employee Retention through Salary models
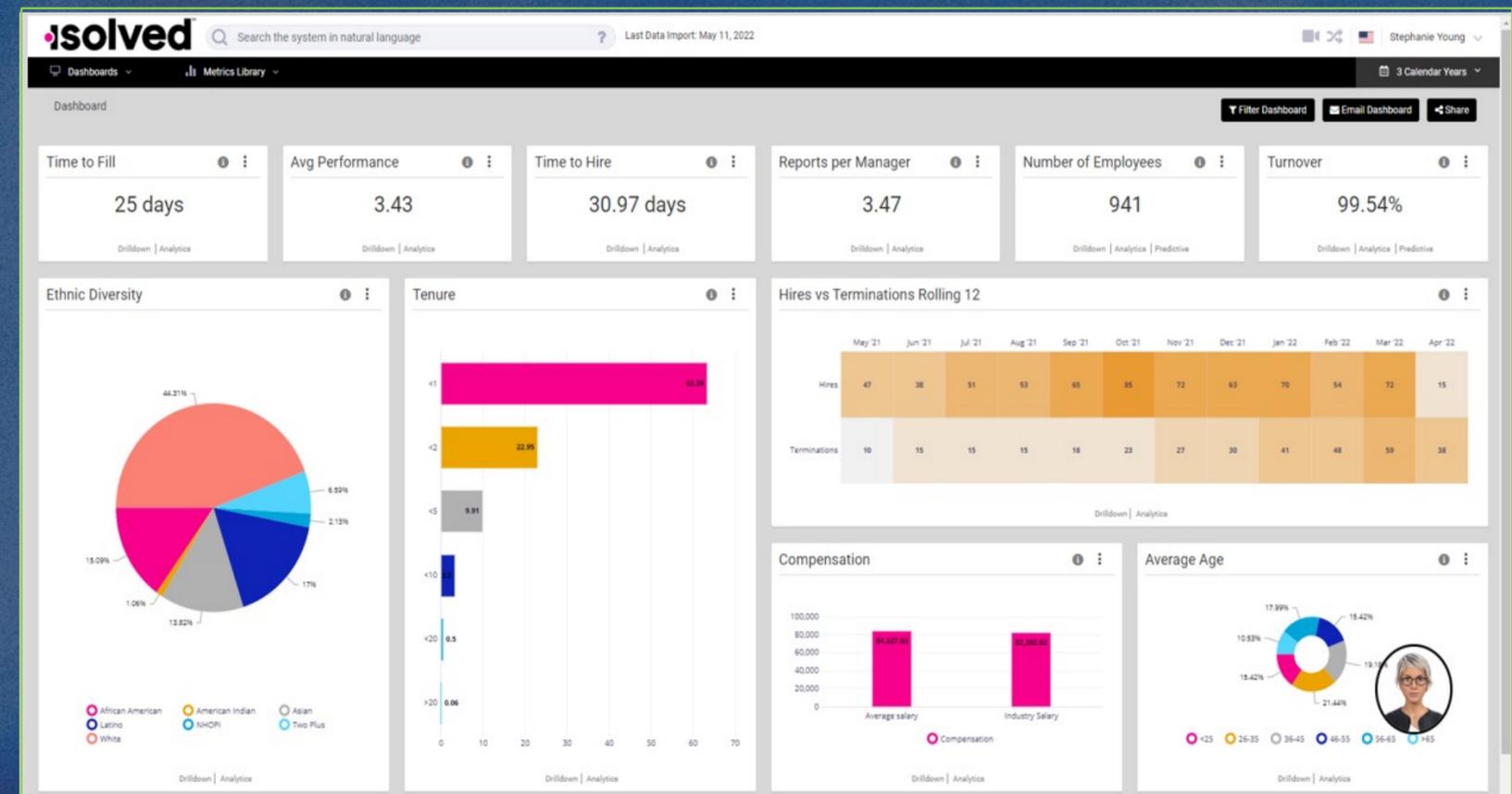
# Boost HR & Mineral

## Boost HR
Looking for some more support for your HR Team? DP is here to help! Boost HR is our solution for businesses who want to take control of their human resources and relieve some of the administrative burdens.

*An extensive HR Assessment

*Tailored project plans and recommended areas of improvement

*An ongoing dedicated HR Advisor

Let us handle the regulations, handbooks, and processes and allow you to focus on new talent, strategy, and growth!

## Mineral – Your HR Support Platform
Do you and your HR team need some self-service support? The Mineral Platform a valuable self-service HR resource! With access to the mineral platform, you can take advantage of the following at any time:

*HR Compliance & Document Library

*Job Description Builder

*Compliance Calendar

*Federal and Single State Handbook

*Contact HR Pros with Questions

* And much more!

# Quickbooks Online and Other Integrations

## Technology Helps

Integrations with vendors can be an enormous time saver for HR and Payroll departments. Dominion Payroll is continuing to invest in connections with many top applications and systems.

Some of the many APIs & Integrations that currently work with iSolved:

- Employee Navigator
- OnShift
- Efficient Forms
- Zayzoon
- PayKonnect
- TapCheck
- Attendance On Demand
- Newton
- Noah Face
- QuickBooks Online

Ex. of QuickBooks Online Integration

# Reach for the Stars!

## Upgrade your Landing Gear…with AI!

isolved is looking for innovative ideas to integrate the latest in AI technology to enhance the employee experience from AI Powered Recruiting, Benefit Enrollment Assistance, Perfect Payrolls, and beyond.

## Did Someone Say "App"?!

isolved is releasing a new, true, App to mimic the employee adaptive experience.

## Face-Off

A brand new Facial Recognition Time Clock will soon be available
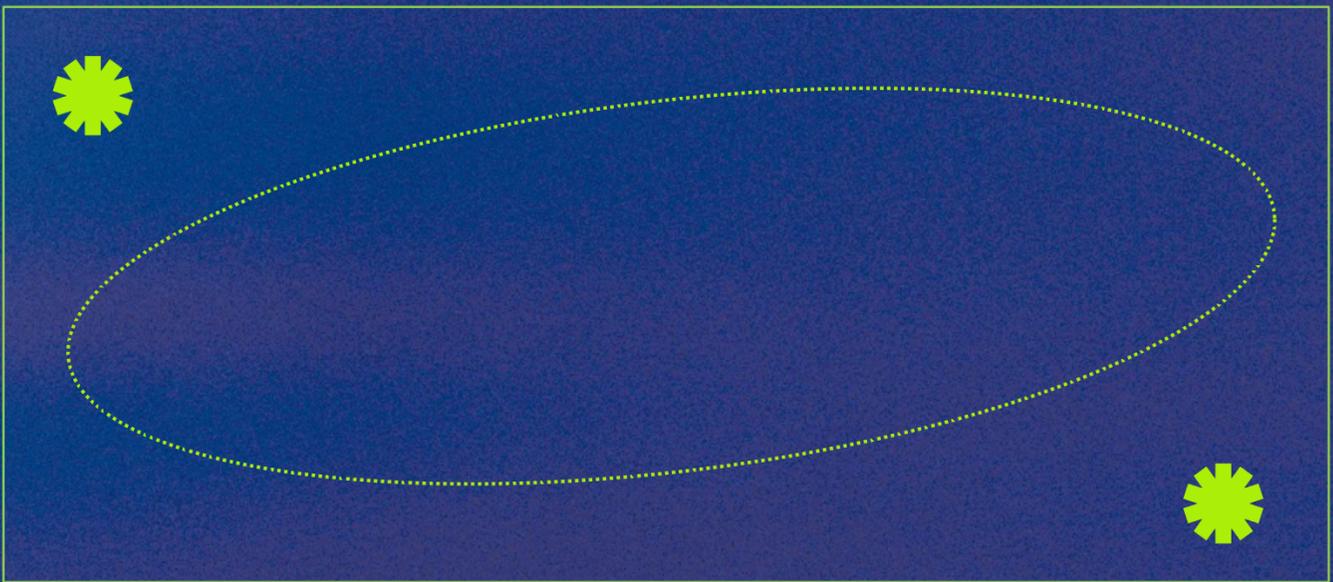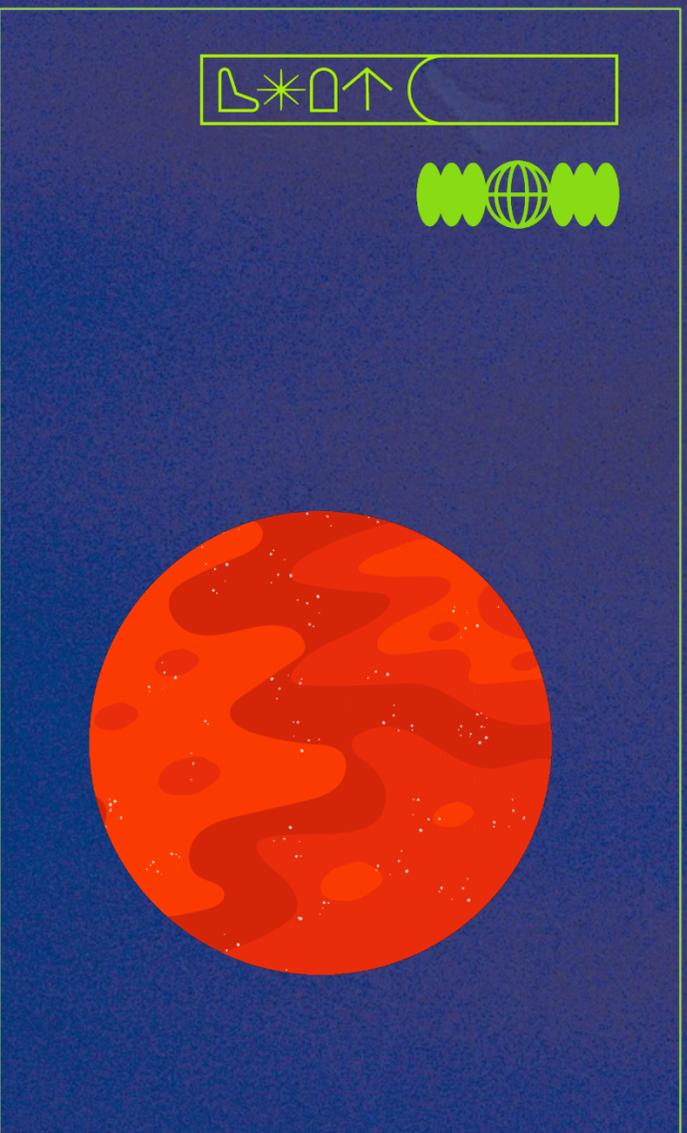
## Awarding Time Just Got Easier

Advanced Accruals will allow Prorations, no longer be tied to payroll processings, and allow an easier to read format.

## Chart Your Course

Advanced Scheduling allows a more configurable scheduler, enhanced coverage requests and extend scheduling functionality
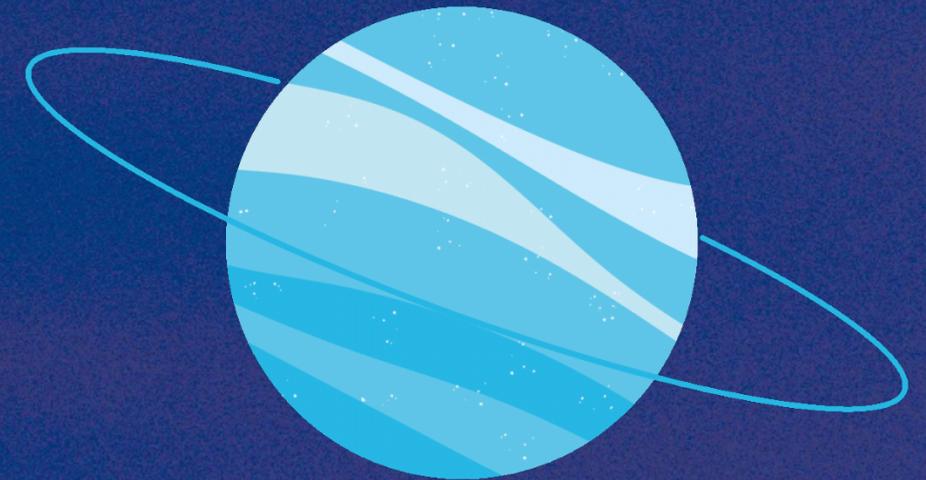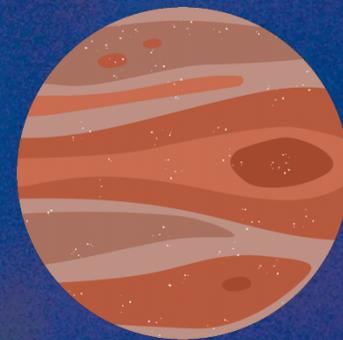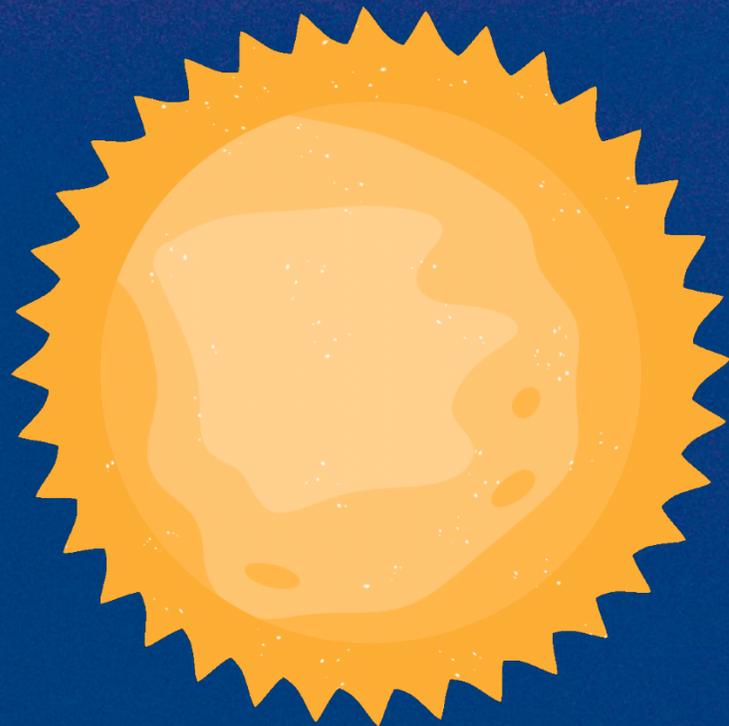
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THANK YOU

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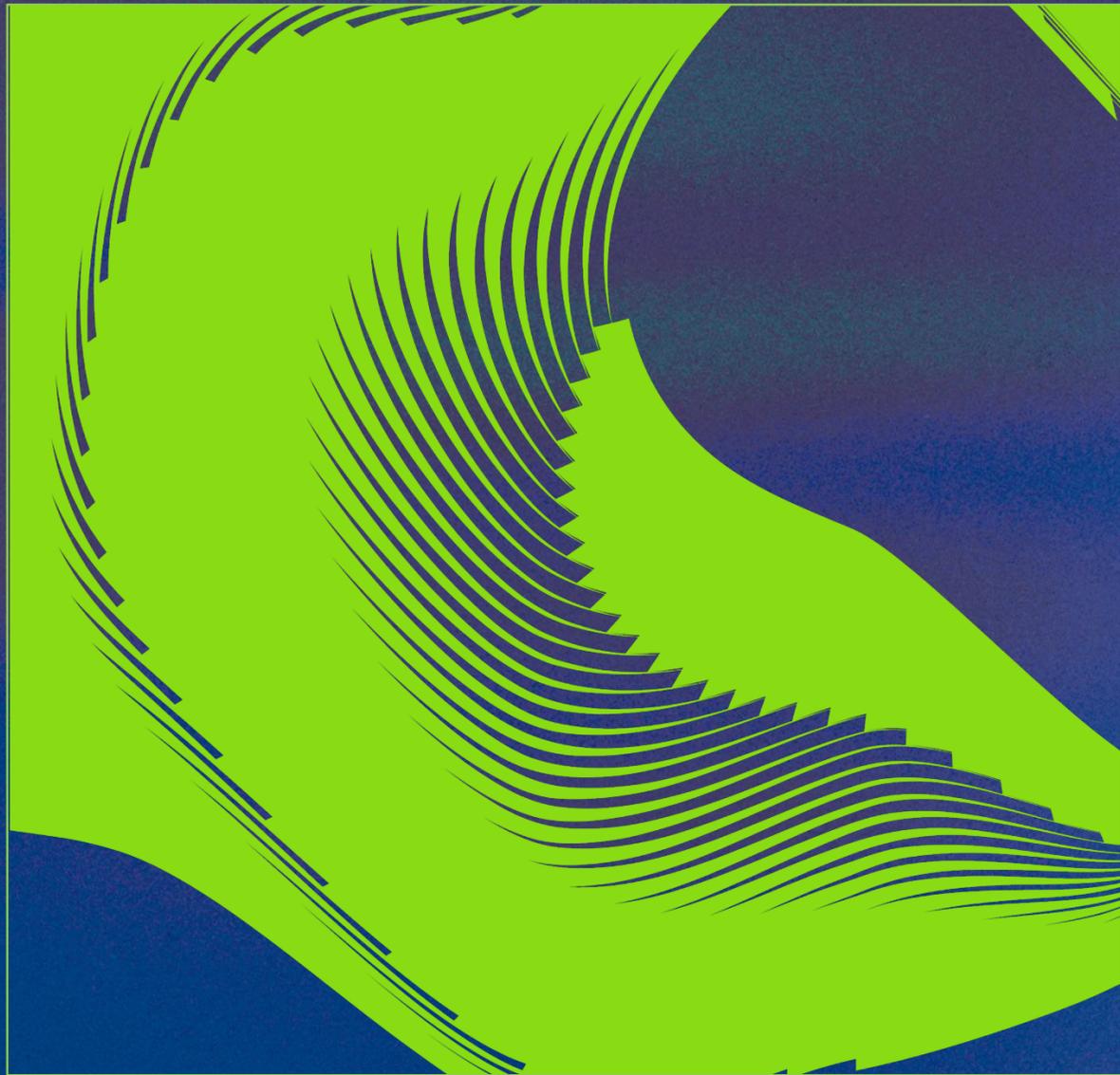
# Break Time

Don't drift far – We will be back in just a moon-ute!

5

# DP Grow
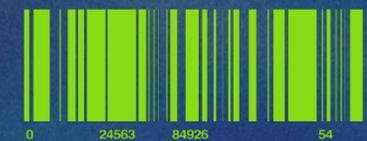


**grow**
Empowering Your Future
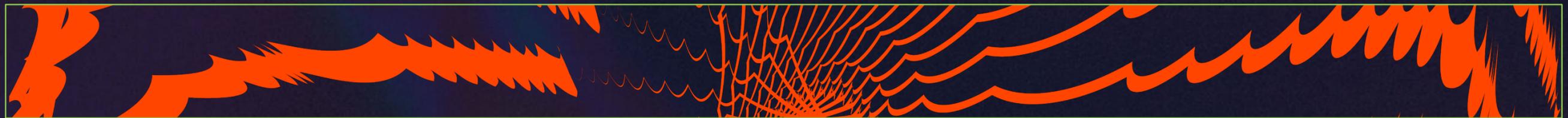
# Secure Act 2.0
## What's Coming in 2024 and Beyond

This link will be listed in The Year-End Landing Page,

The Help Center, or you can find the full descriptions

for each of these provisions using the link below:

» https://dominionpayroll.com/hubfs/23%20Year-End%20Seminar/SECURE-2.0-Act-of-2022-provisions.pdf

# 2023

| Effective Date | Provision |
|---|---|
| Effective for taxable years beginning after December 31, 2022 | Section 102: Modification of credit for small employer pension plan startup costs |
| Plan years beginning after December 31, 2022 | Section 106: Multiple employer 403(b) plans |
| Distributions after December 29, 2023 | Section 120: Allows for automatic portability of small retirement plan balances |
| Plan years beginning January 1, 2023 | Section 306: Eliminate the "first day of the month" requirement for governmental section 457(b) plans |
| Plan years beginning after December 31, 2022 | Section 320: Eliminating unnecessary plan requirements related to unenrolled participants |
| Applies to distributions required to be made after December 31, 2022, for individuals who are 72 after such date (January 1, 2023). | Section 107: Increase in Age for Required Beginning Date for RMDs |

# 2024

| Effective Date | Provision |
|---|---|
| Taxable years beginning after December 31, 2023 | Section 108: Indexes the $1,000 catch-up contribution limit for IRA investors age 50 and older |
| Distributions made after December 31, 2023 | Section 115: Withdrawals for certain emergency expenses |
| Plan years beginning after December 31, 2023 | Section 127: Allows a DC plan to offer non-highly compensated participants an opportunity to contribute to a "pension linked emergency savings account" (PLESA) |
| Creation of the database is directed to be completed no later than 2 years after the date on which SECURE 2.0 was enacted. | Section 303: Retirement savings lost and found |
| Generally applies to taxable years beginning after December 31, 2023, but not to distributions which are required with respect to years beginning before January 1, 2024, but are permitted to be paid after such date | Section 325: Roth Plan Distribution Rules: (Eliminates the lifetime RMDs for Roth accounts under qualified plans) |
| Plan years beginning after December 31, 2023 | Section 110: Treatment of student loan payments as elective deferrals for purposes of matching contributions |

# 2024 continued

| Effective Date | Provision |
|---|---|
| Effective for plan years beginning after December 31, 2023 | Section 121: Starter 401(k) Plans for Employers with No Retirement Plan |
| Distributions made after December 31, 2023 | Section 304: Updating dollar limit for mandatory distributions |
| Effective for distributions made after December 31, 2023 | Section 314: Penalty Free Withdrawal from Retirement Plans for Individual in Case of Domestic Abuse |
| Calendar years beginning after December 31, 2023 (January 1, 2024) | Section 327: Surviving spouse election to be treated as employee |
| Plan years beginning after December 31, 2023 | Section 602: Hardship withdrawal rules for 403(b) plans |
| Effective for taxable years beginning after December 31, 2023 | Section 603: Elective deferrals generally limited to regular contribution limit |

# 2025

| Effective Date | Provision |
| --- | --- |
| Distributions after December 29, 2025 | Section 334: Allows retirement plan distributions to purchase long-term care insurance |
| Effective for plan years beginning after December 31, 2024 | Section 101: Automatic enrollment in retirement plans |
| Taxable years beginning after December 31, 2024 (January 1, 2025) | Section 109: Higher catch-up limit for individuals age 60, 61, 62 and 63 |
| Plan years beginning after December 31, 2024 | Section 125: Improving coverage for part-time workers |

# 2026

| Effective Date | Provision |
|---|---|
| Plan years beginning after December 31, 2025; DOL required to update ERISA regulations by December 31, 2024 | Section 338: Requirement to provider paper statements in certain cases |

# 2027

| Effective Date | Provision |
|---|---|
| Effective for taxable years beginning after December 31, 2026 | Section 103: Saver's Match (and Section 104: Promotion of Savers Match) |

# Thank You

**Dennis Tender**

Vice President

Direct: 804.729.3819
Web: dp-grow.com
Email: dtender@dp-grow.com

grow

*Empowering Your Future*
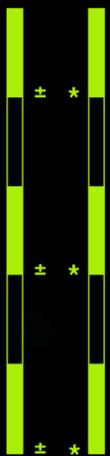
# Merchant Services

**Dominion Payroll®**

+

**RELIABLE PAYMENTS**
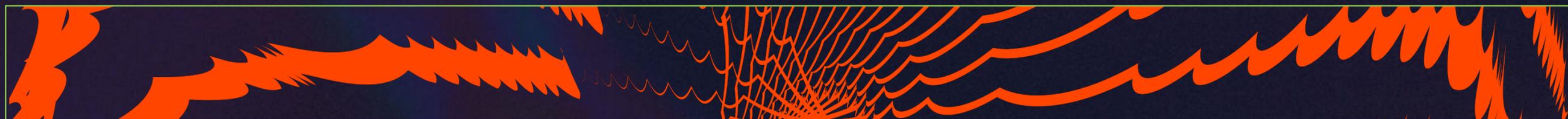
# What is Merchant Services?

- Financial partner that allows for accepting and processing of credit card payments

- Focused on easing the pain associated with accepting credit cards ☺

- Behind the scenes processes that are required for a business to take and accept a credit card

- Technology needed – can help with POS (point of sales systems)
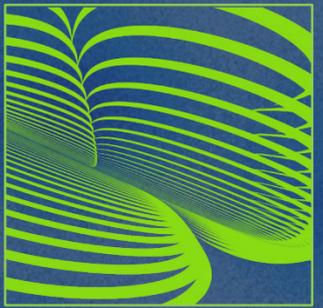
# Understanding the Transaction Process

- Swipe a customer's credit or debit card info into a processing terminal

- Payment processor transmits the data and verifies with the customer's bank – accept/ deny

- If transaction was accepted: at the EOD, the payment processor gets the money from the issuing bank, and puts the money into the merchant's bank account (minus the fee that the issuing bank charged)

- The issuing bank (customer's bank) is where the credit card charges come from | responsibility falls on merchant
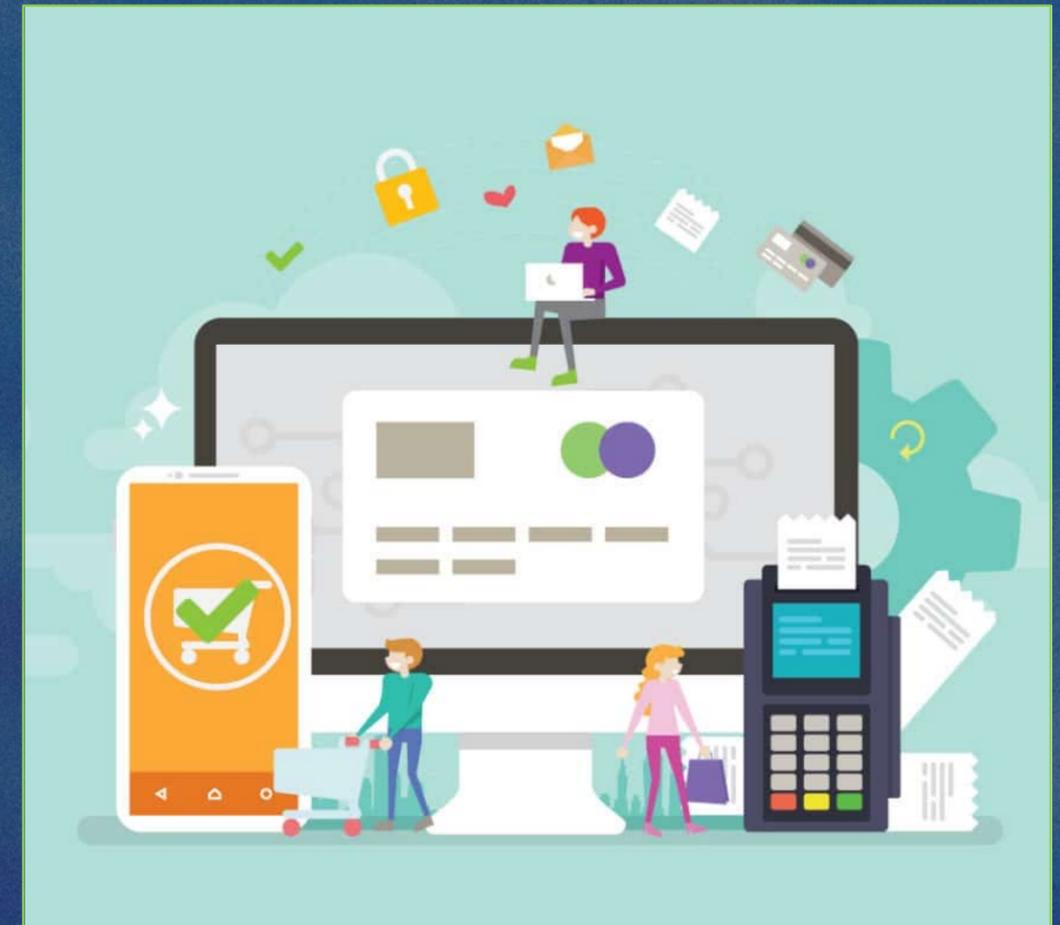
# Partnered with Reliable Payments

## Key Metrics

- Founded in 2011 here in the Dominion Payroll office

- Merchant services needed same strong service and product

- In constant search for industry-leading/changing technology options

- Big model: Found an opportunity to provide white glove service to a product that sometimes lacks service

  - How clean, how easy, how wonderful

  - The 2 words

**$900MM+** annual payments volume

**1,500 +** merchant relationships

**15+** employees

Clients in **30+** states

# Some of our Clients
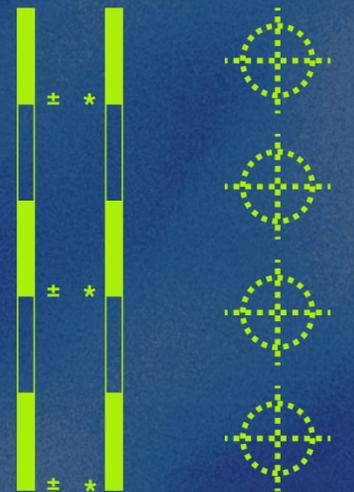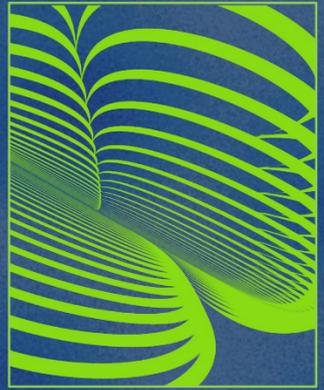
# How we can help

- **Compliant Surcharging**
  - Ability to pass on fees to the consumer (all or some)
  - Reward Pay – program in which we can help you surcharge on credit cards but not debit cards
    - Great compromise and often see effective rate lower than 0.5%
    - (Effective rate: totally processing fees/ total sales)
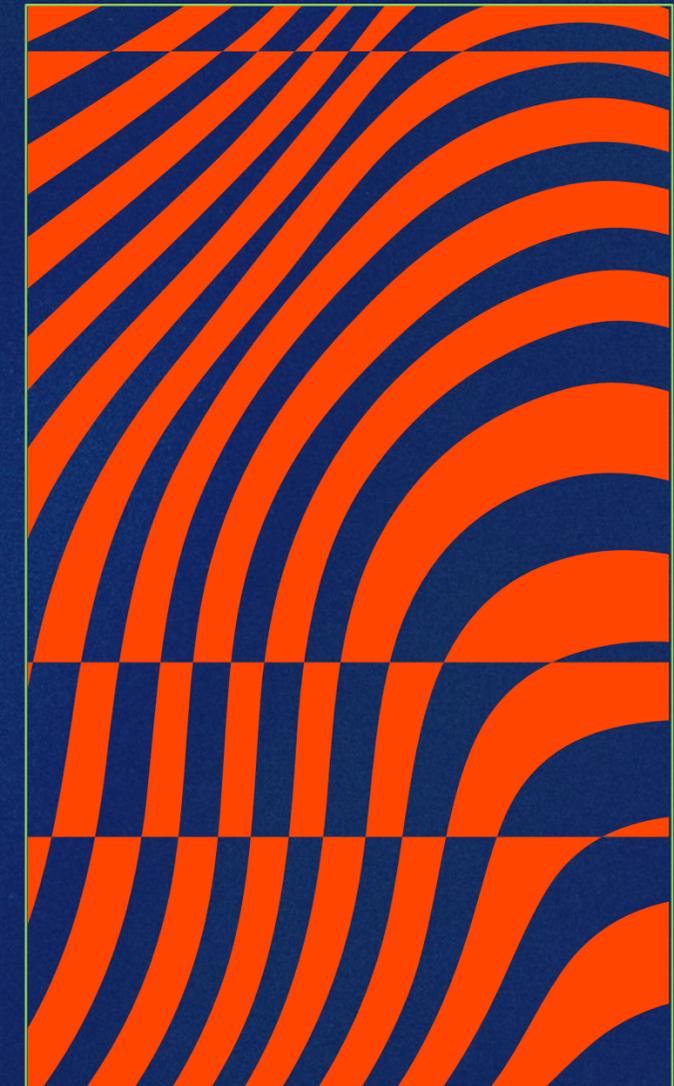
# How we can help



- **Specialize in Business to Business**

  - Technology to reduce the hard cost of these B2B transactions – called level 2 & level 3 processing

- **QuickBooks**

  - Historically – only Intuit

  - We can seamlessly integrate into QuickBooks! / lower rates

- Standard Processing

# The Reliable Payments Difference:

## Local Support & Customer Services

- Can seamlessly integrate with many software
  - QuickBooks, SalesForce, and many more
- No cost set up fees and no early termination fees

- We will work directly with you and your team
- Call into our team, not a 1-800 number
- Local champion

# Send me your statement!

# THANK YOU

**Darcie Chin**

**Merchant Sales Consultant**

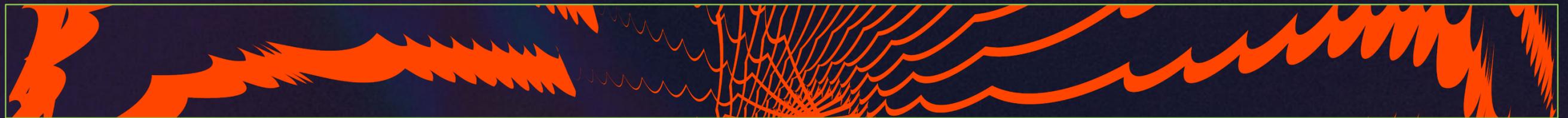Direct: 804.207.8443
Office: 804.355.3430
Email: dchin@dominionpayroll.com

# DP Tune Up

# DP Tune Up: What is it?

- A full "Account Review" with your HCM Consultant
- Topics we will cover:
  - What are your overall business priorities?
  - What are your Key Challenges?
  - What technology are you using to address these challenges?
  - Walk us through the "Employee Life Cycle"
- HCM Consultant will share the agenda prior to your meeting
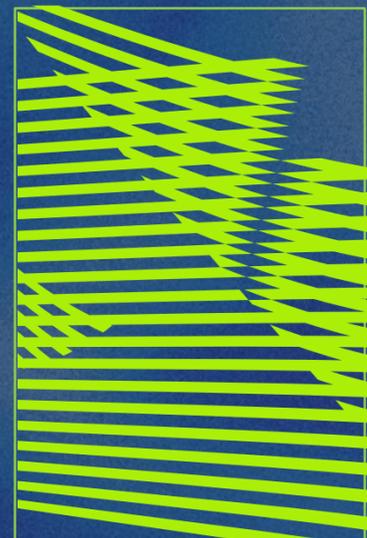
# What is the Goal?
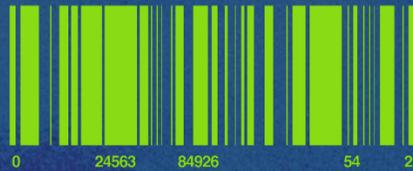
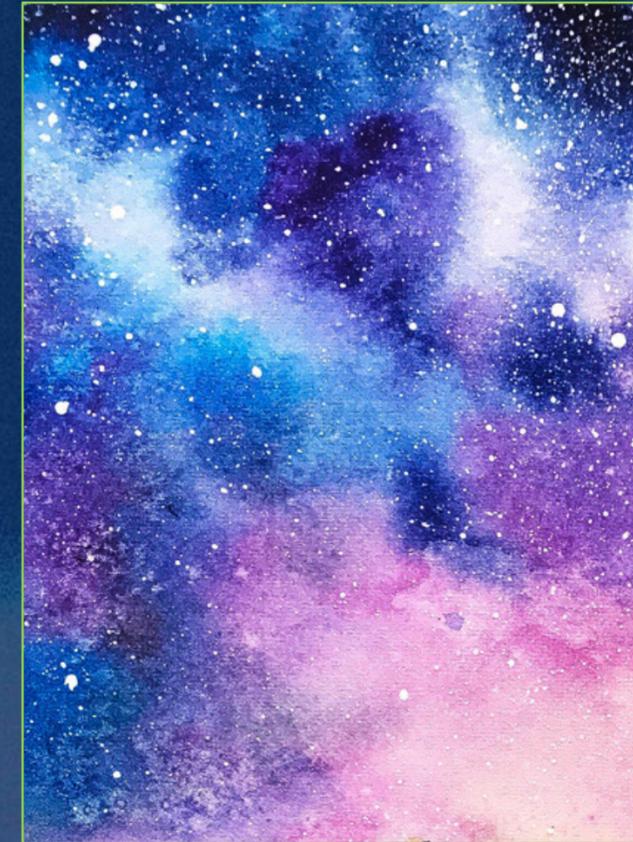To maximize the current functions and processes you currently have

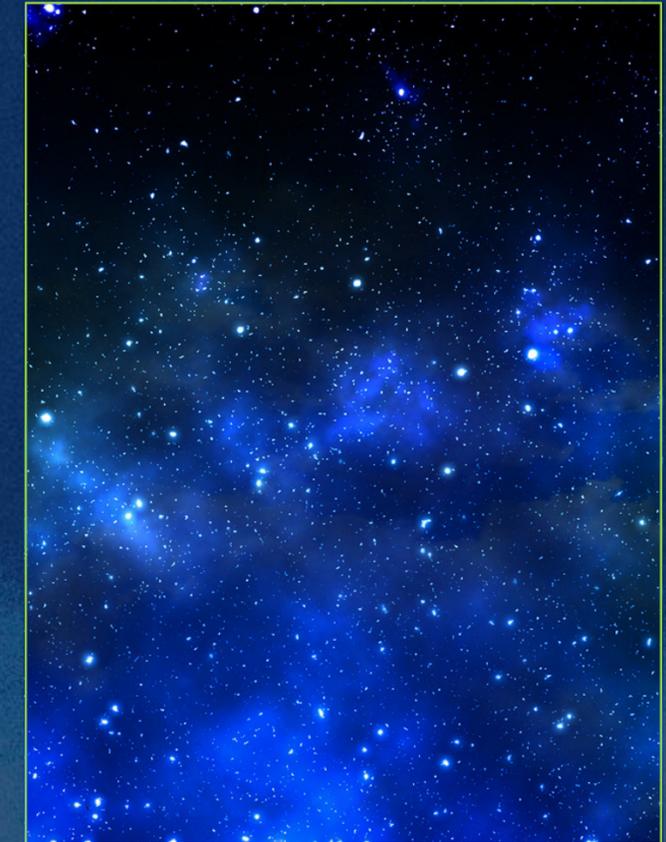To make you aware of other products and services you are not using

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0012 7482901 2744103 0592346 8774510 7255

# What Do I Need to Bring?
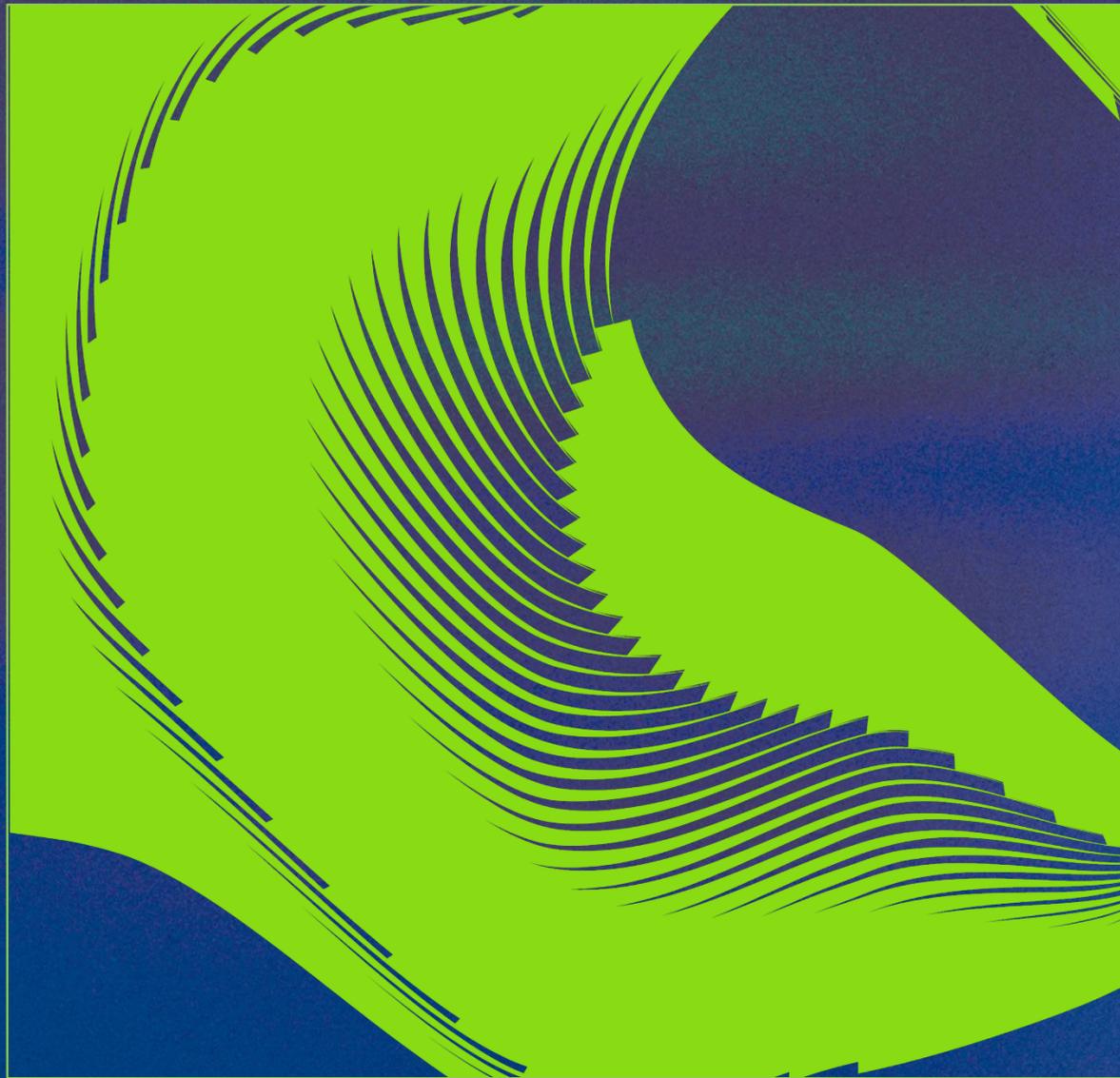
Questions!

How can we simplify this process?

What services are included in our current setup that we are not using?

What is on the roadmap?

# THANK YOU

**Jack Weisbrod**

## HCM Sales Consultant

Email: jweisbrod@dominionpayroll.com

# Thank you for Attending

dominionpayroll.com

Help Center
https://support.dominionpayroll.com/hc/en-us

877.DPS.PAYU

Sign up to get emails from us to stay up-to-date on relevant info, alerts, and our monthly newsletter!

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