

A letter from the Partners:

Foresight Business Solutions (“Foresight”) was founded in 2009 with the purpose to deliver high quality tax and accounting services to small businesses and individuals using an integrated approach. Foresight's founders saw a need in the market place, whereas, small business owners were managing multiple vendor and professional relationships and performing business functions that pulled them away from what they do best.

Over the last 8 years, Foresight has continually worked on its business model by learning from its missteps (yes we have made a few), input from hired consultants & employees, learning from other CPA firms we have developed close relationships with and most importantly listening to client feedback.

The two most important lessons learned over the past 8 years:

1. Foresight’s employees are our most important asset. Our employees are the face of Foresight. We couldn’t be prouder of the team we have, which includes staff we have worked with since they were interns and recent hires with perfect work experience to service our clients.
2. Foresight Clients are family. We are so fortunate to have such a broad and diverse client base. We have developed long lasting professional and personal relationships with our clients. It is such a blessing to experience client successes with them and also humbling to be trusted enough to go through their hard times as well.

This past year was another step in the right direction for our firm and our clients. Some of the firm accomplishments include:

- Implementation of a new integrated time and billing system and CRM platform
- Hiring of a Marketing Director that has 12 years of experience working with another CPA firm
- Engaging an outside consulting firm to work on value add services for our clients and our overall client experience
- Implementing ‘Electronic Esign’ capabilities for 1040 clients
- Hiring key staff and developing existing staff

As we begin our 2017 summer projects we are laser focused on delivering better and additional services for our clients with an emphasis on providing the ‘Foresight’ our clients are looking for as it relates to their taxes and financial needs. We will be rolling out a customer survey that will be administered for select clients by our outside consulting firm.

We also have a satisfaction survey available for all clients to take. Please click [here](#) to take the survey now. This allows us to have your real time open and honest feedback.

Thank you for trusting us to be your CPA firm. We look forward to pursuing excellence in servicing you!

And remember... Everyone needs a little Foresight!

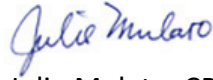
Sincerely,



Ryan Correia, CPA



Greg Landis, CPA



Julie Mulato, CPA