



**Peggy Kapsalis**  
Owner, Accountant/Tax Specialist

## Exceeding Your Expectations By Providing Knowledgeable Expert Advice

**WHEN IT COMES TO TAXES**, sometimes you need a steady hand guiding you every step of the way.

Well in this business, there are few hands steadier than Peggy Kapsalis and Fredrick & Associates Accounting and Tax Professionals Inc., a full-service accounting firm. They provide a wide range of accounting services and expertise, including tax planning and preparation, financial statements and financial planning.

And as a full-service accounting firm, Owner Peggy Kapsalis's approach varies from others in her industry.

"We take our business clients from start to finish," Peggy explains. "We set up their accounts so that they're geared towards their business and their needs. We then take care of their tax return. So if we're doing their books, that gives us an insight into what they should be doing or not doing. We're honest and truthful to a fault."

Peggy's clients have often described her as a "mother hen"—a comparison she agrees with.

"I watch over everybody," Peggy states. "I make sure they're not getting into trouble. If things aren't rosy, I will tell you things aren't rosy."

Peggy and her team pride themselves on their accuracy, their ability to cut straight to the heart of the matter.

"Everybody's chart accounts are always generic," Peggy explains. "They're no good to a reader, unless you're the bank manager. A company needs to know what they're reading by providing a more detailed chart of accounts to our clients. So when I hand the client an income statement and balance sheet everything is more

broken down to reflect where they're making money. I make sure they understand what they are reading."

Peggy's reports break everything down into digestible, easy-to-understand pieces.

"I don't categorize everything in one bunch," Peggy states. "Take insurance, for instance. Most chartered accounts will just have one item on their sheet, called Insurance. Well, is that business insurance? Life insurance? Vehicle insurance? What kind of insurance is it? We categorize them separately so that you can see how your rates are affecting you."

But more than anything, Peggy enjoys working with taxes.

"Taxes are my niche," Peggy explains. "I like to dig into tax law. We always go to the source. Canada Revenue Agency's folios are light reading material."

Peggy's sheer accuracy sometimes staggers her clients.

"There's a lot of forensics in accounting," Peggy states.

"You could drop off a year's worth of receipts. And after flipping through them, I could tell you your whole life. What you did. What you ate. What you cooked. Where you lived. Who you lived with. Whether you have children. How many birthday parties you attended. If you were on the beach with your girlfriend having a couple of cold ones. I could give you everything about you."

Are you in need of accounting or tax services? Reach out to Fredrick & Associates Accounting and Tax Professionals Inc. today.



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