



*“Insider Tips To Make Your Business Run
Faster, Easier, And More Profitably”*

“As a business owner, I know you don’t have time to waste on technical and operational issues. That’s where we *shine!* Call us and put an end to your IT problems finally and forever!” Larry Owens, President.

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Which Is The Smarter Decision: Buying Or Leasing Computer Equipment?

With everyone trying to save a buck these days, start-up companies with limited cash flow or companies needing to refresh and update their computer equipment are considering leasing their computer equipment over buying it outright. Is that a good idea? What are the downsides, and do they overshadow the upsides?

Computers and other tech equipment all become obsolete – and usually at a rate faster than we’d all like. Since this is a fast-depreciating asset, leasing the equipment puts the financial loss of value onto the leasing company. Let’s suppose you have a two-year lease on a laptop computer. After that lease expires, you’re free to lease whatever equipment is newer, faster and cheaper. And since technology is forever advancing and requiring the ‘latest and fastest’ machines, this is not a benefit to be overlooked.

In fact, having the latest, most up-to-date computer equipment is the #1 reason why companies lease over buying. Here are some other benefits:

- You’ll avoid a big outlay of cash for new equipment. With a lease, you pay a fixed, monthly fee which helps predict cash flow. If you want to keep the bank account as full as possible, then leasing is a great option for you for upgrading your network without tapping into much-needed funds.
- You’re able to implement more sophisticated (and expensive) technology, such as a voice over internet protocol (VoIP) phone system, which might be otherwise unaffordable. The result: You’re better able to keep up with your larger competitors and get advanced services and technology without draining your financial resources.
- You’ll save money on taxes. When you are in a lease, it is viewed by the IRS as a service and not an asset. Therefore, you can deduct 100% of the money you are spending on the lease.

Okay, so the upside is fairly clear. Now, what about the downsides?

Hate Checking Your Voicemail? Then You'll Love This New Service!

Phonetag.com is a new, monthly service that intercepts your cell phone voicemail, converts it to text, and then instantly sends the message to you as an email or a text message.

If you're the sort of person who doesn't like checking your messages, or would simply prefer them transcribed and e-mailed to you for easier storage and tracking, then this service is ideal for you.

Have you ever had a message where the caller leaves a long message with lots of detail – like a phone number or directions - but you're not able to write it down? With this service, that problem isn't a problem anymore.

A colleague has been using the service for several weeks and the quality of the transcription is amazing. He's had one message where it lost a few words, but even that wasn't a problem because the original voicemail was attached to the email as an mp3 file so he could listen to it.

As an alternative you can check your messages anywhere you can get online through the Phonetag website. They even offer a free seven-day trial so you can test it out before you buy it.



(Continued From Page 1) Lease Or Buy Computer Equipment

- You'll pay more in the long run. Unless you get a crazy, unheard of deal, leasing is always more expensive than purchasing the same equipment outright. For example, a \$4,000 computer would cost a total of \$5,760 if leased for three years at \$160 per month but only \$4,000 (plus sales tax) if purchased outright.
- You're obligated to keep paying even if you stop using the equipment. Depending on the lease terms, you may have to make payments for the entire lease period, even if you no longer need the equipment.

Please Welcome My Newest Clients And Friends!

I'm thrilled to welcome my newest clients into our company! I want to extend a sincere "thanks" for the trust and confidence these clients have shown in us:

Dave and Tina Sharp, Display Manufacturing, LLC in Everett

Take my monthly Trivia Challenge and you could win too!

“Who Wants Dinner At The Outback Steak House, Mate?”

The Grand Prize Winner of last month's Trivia Challenge Quiz is . . . drum roll please: From **our newest client! Paulene Saylor of Display Manufacturing, LLC in Everett** was the first person to correctly answer my quiz question . . .

What is the official last name of the doll Barbie?

- a) Johnson b) Roberts c) Meredith d) Thompson

The answer is “b”! Barbie's official full name is Barbara Millicent Roberts. Congratulations, Paulene, you've won a \$25 gift card to Red Lobster. Now . . . Let's move on to this month's trivia question for a \$25 gift card to the Outback Steak House. . . In honor of National Car Collector Month . . .

What year was the Corvette first introduced?

- a) 1943 b) 1953 c) 1963 d) 1973

Call me right now with your answer! 425-787-0193

Some Taxing Facts For You...

There are at least 480 different tax forms, each with many pages of instructions.

The 1040EZ has 33 pages of official instructions.

The IRS sends out 8 billion pages of forms and instructions each year. Laid end to end, they would stretch 28 times around the earth.

Nearly 300,000 trees are cut down yearly to produce the paper for all the IRS forms and instructions.

American taxpayers spend \$200 billion & 5.4 billion hours completing federal tax forms each year.

The IRS employs 114,000 people - twice as many as the CIA and five times more than the FBI.

60% of taxpayers must hire a professional to get through their own return.

President Lincoln and Congress enacted the first income tax in 1862 to pay Civil War expenses.

The Civil War income tax was repealed in 1872, revived by Congress in 1894, and ruled unconstitutional by the Supreme Court in 1895.

In 1913, Wyoming was the deciding vote in the 16th Amendment which gave Congress the authority to collect income tax.

The first income tax was 1 percent on net personal income above \$3,000. There was a 6% surtax on income over \$500,000.

During World War I, the highest rate of income tax was 77 percent. Taxes were used to help finance the war.

In 1954, the tax filing date changed from March 15 to April 15.

Client Spotlight: CareForce, Inc.



Every month I choose a very special person to be my Client of the Month. It's my way of acknowledging clients and thanking those who support me and my business with referrals and repeat business.

This month's Featured Client is **Sam Miller and Diedrich Meinkin of CareForce, Inc.**

They offer home care, geriatric care management and skilled nursing services to older adults in the Puget Sound area since 1999. The services that CareForce offers enables older adults and others who need assistance to continue their familiar routine in the comfort of their own home. They also offer geriatric care management and skilled nursing services for those seniors and disabled adults who may have more challenging needs. They have a reputation in the industry as one of the most trusted providers of senior home care in the Puget Sound area.

CareForce has recently sign on to one of our Rest Assured Service Plans. Here's what Deidrich has to say about us: "We were experiencing problems with the stability of our network which resulted in unacceptable downtime, loss of productivity, mounting employee frustration and excessive computer maintenance costs. IntegrIT Network Solutions, Inc. quickly analyzed our problems, explained in simple language what they intended to do – and then did it! They saved us money right away by implementing a SPAM solution that was a part of the software we had previously purchased. IntegrIT locked down our servers, increased the speed across all our computers, automated our backup and implemented an off-site solution. We were never down any time during the transition! We signed up for their proactive "Rest Assured Service Plan" and now we can focus on serving our clients, not fighting our computers!"

Thank you for being our Featured Client Of The Month, we appreciate you! As a token of our appreciation we're giving you a \$50 gas gift card! To find out more about CareForce, Inc. visit their website at www.CareForce.com.

Refer 3 People To Us In April And Receive A FREE iPod!!!

Refer 3 of your colleagues to us and we'll give you a FREE iPod...it's that simple! Your referrals aren't required to buy anything; they simply need to be a business owner with 5 or more PCs. Plus, we'll give them a FREE Network Tune Up (\$250 Value) simply because you referred them. To send us your referrals, call us at 425-787-0193 or e-mail me at LarryO@integrit-network.com

Get More Free Tips, Tools, and Services At Our Web Site: www.integrit-network.com

You're Never Too Old To Have Fun

Words of wisdom from a retiree...

"Working people frequently ask retired people what they do to make their days interesting.

Well, for example, the other day my wife and I went to a shop in town. We were only in there for about 5 minutes.

When we came out, there was a cop writing out a parking ticket. We went up to him and said, "Come on man, how about giving a senior citizen a break?"

He ignored us and continued writing the ticket.

I called him an oversized jerk. He glared at me and started writing another ticket for having worn tires.

So my wife called him a power hungry tyrant! He finished the second ticket and put it on the windshield with the first. Then he started writing a third ticket.

This went on for about 20 minutes. The more we abused him, the more tickets he wrote.

Personally, we didn't care. We'd come into town by bus.

We try to have a little fun each day now that we're retired. It's important at our age."



"With this approach, we just cut to the chase."

Do You Have A Lot Of Visitors, Delivery People, Or Maintenance Workers In Your Office? Then Read On...

Overlooked, Low-Tech Tips Everyone Should Know To Keep Confidential Documents...

Confidential!

As a smart business owner you have locks on all of the entryways into your office, you have surveillance cameras or security alarms in place, and your network security is bulletproof (especially if you're one of OUR clients). But another often overlooked security breach happens right on your own staff's desks. If you get a lot of in-office traffic, this could be one of the largest risks in your security plan. Here are four things you should avoid to keep your confidential information out of prying eyes:

Writing passwords on sticky notes - This is probably one of the biggest offenses -- passwords and key system information written on notes and stuck on computer monitors. Anyone in the office after hours can access confidential files, steal information, and use it to compromise an account. But if you just hate remembering all those passwords, then install the password management tool from roboform.com.

Storing credit card orders or contracts in paper folders - Not only does this expose you to having this information stolen, you could end up getting a lot of bad press if your customers' credit cards get stolen thanks to a security breach in your office. The safest bet is to scan, encrypt and store such documents electronically, and then shred the originals. Companies like Iron Mountain will store them for you off-site, but scanning and storing them electronically is a much more cost-effective means for not only keeping them, but accessing them later on.

Leaving sensitive documents on the desk - Many times detailed client contracts with billing terms or other critical data are left out overnight. The information might be used for ill-gotten gains by cleaning staff or staff in the office. What an embarrassing situation this could cause! Make sure you lock your office at night or when you're going to be away for any length of time.

Forgetting the printer - Most offices have printed documents sitting around all day and sometimes overnight before the owner picks them up. There are also sensitive documents that are forgotten and left to pile up. After your employees finish with printing jobs, they need to be mindful of any documents that were printed, even the ones that aren't needed, and dispose of them appropriately.

Whether formal or informal, training your staff to handle documents properly is important to avoiding a load of problems. If you'd like information or advice about virtual filing systems, password protection services, high-tech whiteboards, or using printers more effectively, contact us now at **425-787-0193** or via the web at **www.integrity-network.com**. We can help you get started today.