

To reduce your property tax through a tax appeal, the deadline for Los Angeles and Orange counties are November 30th this year. Please call us ASAP at 323-265-3000 for more information.

To receive OpenAxis News by e-mail instead, please send an e-mail to info@OpenAxis.com with a subject, "OA News".

Your e-mail address will be confidential and will be used only for OpenAxis News once a month.

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Let's Be Positive

Positive People

We often see a lot of positive people who are always smiling to others and making new friends. Observing positive people's characteristics, I found the followings:



- Have confidence in themselves
- Have clear future goals
- Never blame, but motivate others
- Take quick actions and bring results rather than talking
- Communicate with others to obtain accurate and useful information – open minded
- Accept mistakes and learn from them

Negative People

Negative people are generally pessimistic about future or do not know where they should go in the future.

Negative people usually do the followings:

- Blame or criticize others despite Mrs. or

Mr. Negatives' mistakes

- Blame or criticize others without any accurate facts
- Fail in goals and tell excuses for not attaining goals – very defensive
- Ignore other's opinions – close minded
- Miss learning opportunities from mistakes
- Talk a lot but do not take quick actions – "I will do it next week."

Negative people's big problem is that they do not know that others think they are negative.



Everybody Wants to Be Positive

We are sometimes Mr. or Ms. Negative one day and Mr. or Ms. Positive the next day. I learned from the people around me that some people try to keep themselves positive by doing something like these:

- Say to everybody in the morning, the start

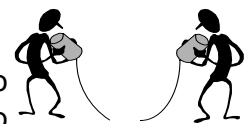
of the day, "Good morning" with a smile.

- Sing in a car on the way to office
- Read bibles
- Hug your spouse at least once a day

Some actions such as the above make people pleasant and positive. Making yourself positive also gives you a lot of benefits in business.

Positive Leader Listens

Positive leaders are good listeners. Business leaders such as CEO, directors, managers are often too confident or arrogant to listen to their subordinates. Listening is active. When I say "Listening", it means taking the following actions to communicate with others:



- Go to site to look around a few times a day.
- Allocate your time to listen. Never say "I am too busy."
- Respond quickly to oth-

OpenAxis, Inc. has opened a new office in Las Vegas to expand our business in the following areas.

- Assisting real estate developers
- Hotel management
- Incorporation of Business in Nevada State

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To see previous versions of OpenAxis News, please go to our website, www.OpenAxis.com, and go to "About Us", and then "Newsroom".

- ers.
- Take quick actions
- Review result of actions with others.

By listening, you will become open-minded and positive and will motivate others. It is difficult and painful to listen to Mr. or Mrs. Blamer. But don't worry. By listening to Mr. and Ms. Blamer, you will

Employer-Provided Qualified Transportation Allowance

Everybody has been frustrated with increasing gas price for the last few years. This means that employees have to spend more for just coming to work.

Employers can change this difficult situation into a win-win situation for them and their employees by offering little help to employees and gaining appreciation and loyalty of their employees.

Employer-Provided Qualified Transportation Allowance

Employer-Provided Qualified Transportation Allowance for Employees can be exclusive from employee's gross income, which means no federal and state income taxes and no Social Security

learn from them, and they will eventually become your good friends.

To read more about becoming a positive person, I recommend my bible, "How to Win Friends and Influence People" by Dale Carnegie, published in 1936.

When you become a more positive leader

with clear vision of future and directions, you will bring more successful results and outstanding performance.



Tax. In addition, an employer can reimburse such an allowance previously paid by employees and treat it as an expense.

The categories of the allowance are:

- Commuter Highway Vehicle
- Transit Pass
- Parking

Commuter Highway Vehicle:

The qualified commuter highway vehicle must meet the following requirements:

- Seating capacity of at least 6
- 80% or more of mileages are used for commuting

Transit Pass:

A transit pass includes pass, token, voucher or

other items for rail, bus and ferry. The maximum dollar limitation is \$105 per month (2005).

Parking:

The parking must be on or near the employee's business premises or a location from which the employees commute to work. The maximum dollar limitation is \$200 per month (2005).

These transportation allowances are attractive benefits that please employees, especially those with low wages. These transportation allowances also contribute to better employer-employee relationship.



Financial Planning :Should We Buy Long-Term Care Insurance?

According to the Health Insurance Association of America (HIAA), 7 million seniors will need long-term care this year alone. Even though long-term care is frequently provided in the home with family members and friends as the primary caregivers, friends and family often cannot do it all. If you have a home health aide come in three times a week, for two to three hours per visit, to help you dress, bathe, or prepare meals, the cost can average \$1,000 per month or more.

The national average cost of one year in a nursing home is estimated at about \$56,000. That is over \$ 150 per day.

Won't the Government Help Me?

Medicare pays nothing for nursing home care unless you have first been in the hospital for 3 consecutive days. After that, it will pay only if you enter a certified nursing home within 30 days of your discharge from the

hospital. For the first 20 days, Medicare pays 100 percent of your nursing home care costs. After that, you will pay \$114 per day (in 2005) for your care through day 100, and Medicare will pick up the balance. Beyond day 100 in a nursing home, you are on your own — Medicare does not pay anything.

Medicaid (Medi-Cal, in California) covers long-term nursing home costs but only for individuals who have low income and few assets. You will have to use up most of your savings before you qualify for Medicaid, and aside from a small personal needs allowance, you will have to use all of your retirement, income including Social Security and pension payments, to pay for your care before Medicaid pays anything.

You cannot depend on



government for long time care.

Long-Term Care Insurance (LTCI)

If you want to protect your assets, and maintain your standard of living while at the same time guaranteeing your access to a range of long-term care options, you may want to purchase LTCI. This insurance might be right for you if you meet the following criteria:

- You are between the ages of 40 and 84.
- You have significant assets that you would want to preserve as an inheritance for others or a gift to charity.
- You have income from employment or investments in addition to Social Security.
- You can afford LTCI premiums without changing your lifestyle.

How Much Does It Cost?

Several factors affect the cost of your long-term care policy. The most significant factors are your age, your health, the amount of benefit, and the benefit period.

Example:

For a healthy single female, the annual premium for Paid-Up in 10 years is:

At age 50	\$4,343.80:
55	\$5,990.72:
60	\$6,396.93:
65	\$7,194.83:

Where to Get More Information?

From an insurance agent who is specially trained and licensed to sell Long-Term Care Insurance.

You can request more information by e-mailing Richard K. Yamauchi MS CPA/PFS
rkYamauchiCPA@att.net
 Or call (818) 364 -1560.

OpenAxis now assist hotels with the following issues:

Property Tax Reduction:

OpenAxis helps hotels save hundreds of thousands of dollars through property tax appeal and through better managed fixed assets. (The deadline for property tax appeal to Los Angeles and Orange counties are November 30th for this year.)

Income Tax Reduction:

A hotel saved \$300, 000 income tax through better managed fixed assets using Worth It program that OpenAxis assisted to install and implement.

At OpenAxis, we focus on the implementation of IT solutions for small- and medium-sized businesses.

We provide management and computer consulting services by identifying issues, implementing solutions, and managing all your IT needs.

Comprehensive Solution:

- Accounting Solution
- Operation Solution
- Manufacturing Solution
- Other Integrated Solution
- Customized Solution
- EDI and E-Commerce Solution
- Returned Merchandize Authorization

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ACCPAC CFO Supports Your Critical Business Decision

Do you want to improve Accounts Receivable collection and Inventory Turnover and see what will happen to your company's cash flows?

ACCPAC CFO is a financial diagnostic and strategic analysis tool that enables you to assess your performance from one easy-to-read screen. This unique one-page "scorecard" instantly evaluates your company's financial position and strategic goals, detects hidden problems and makes informed business decisions.

With ACCPAC CFO, you can:

- 1) Perform "what-if" analysis. Ex. What would be the impact of "reducing your collection day from 70 to 60 days?"
- 2) Perform "goal seeking". Ex. What strategy can you employ to improve your cash flow from \$-325,000 to break-even?
- 3) Create a budget or forecast report. The Roll Forward Function enables you to create a budget in two keystrokes.
- 4) Instantly evaluate, forecast, and implement strategic business decisions to achieve your desired results.

ACCPAC CFO provides a framework for in-depth quantitative analysis that can be used to make targeted business decisions. The goal-see capability helps you achieve your strategic business goals by identifying the most sensitive financial variables and displaying them in priority order.

In addition, ACCPAC CFO gives you an immediate answer for these complex business questions:

- What are the best-case and worst-case results of launching a new product line or service this year?
- What will be the overall impact of a price increase if it reduces sales volume?
- Would reducing prices in order to increase volume be the best strategy?
- How can we significantly improve cash flow over the next 12 months?

In fact, some banks and CPA firms use ACCPAC CFO as a tool to provide their clients with additional business advisory services. ACCPAC CFO combines the sophisticated, yet easy-to-use, financial diagnostic software with a standardized business health assessment methodology.

If you have any requests for topics to be discussed in Open Axis News, please e-mail us at Info@OpenAxis.com.