



## Gravilla Estates Realty Group

### Gaining the Confidence to Grow Faster

#### I was honestly scared to do the job.

I went into this business thinking I was going to be a superhero and do it all on my own, and I quickly learned that I was in way over my head. I would get a commission check of \$12,000, but not know how much tax needed to come out. I would think, "Oh it's about 30%," so I'd throw that in a savings account. But then things would be tight, so I would take money back out of the savings account. It's a vicious cycle.

I was afraid to sell a lot of stuff because I was afraid of the tax implications. What if I screwed it up? Would there be penalties? I didn't know. I was honestly scared to do the job.

#### It was so easy to use it blew my mind.

I wanted to run my business like a business, not a hobby. I decided I needed professionals taking care of the things they're good at, so I could focus on the things that I'm good at.

After I set up my LLC in March 2017, I sat down with an ADP rep, and he showed me how the software works. I was like, 'Oh my gosh, I have to learn all this software? There's no way I'm going to be able to remember all this.' Then he showed me how easy it was, and it blew my mind.

Now, I use RUN Powered by ADP® for payroll just to pay myself. My business's quarterly taxes are being paid, but also, as an employee of my LLC, my taxes are being taken out as well, which provides me with my W2. It provides me peace of mind.

#### I know where my money is.

In the two years prior to bringing ADP on, I had sold four houses. Last year I sold 20.

Now I'm getting ready to hire an administrative assistant who's going to take care of a lot of my contract work. Having ADP is going to help me manage employees as I grow my business.



*Gravilla Estates Realty Group was founded in 2015 as a one-woman company. Beth Gravilla was new to the business, but quickly saw how far she could grow—if only she could find the courage to realize her potential. Here's how Beth used ADP to supercharge her business.*

### Company Vitals

**Name:** Gravilla Estates Realty Group

**Industry:** Real Estate

**Established:** 2015

**Owner:** Beth Gravilla

**Employees:** 1

**Locations:** 1

**Headquarters:** Clermont, Florida

**Website:** beth-gravilla.kw.com

**Business Challenge:** How to calculate and withhold taxes from commission checks as a one-person company.

**How ADP Helped:** RUN Powered by ADP® automatically calculates and withholds taxes for the business and employees.