



Pushback: “I don’t want another system”

Response Template:

Hi [Client Name],

I totally understand your concern about adding a new system. The good news is — you don’t really have to. Remitian is simply the back-end platform Aprio uses so we can handle your payments for you.

You don’t need to log in regularly or learn anything new. You just approve the initial link, and after that, we can manage the rest (or let you approve each payment if you prefer). Most clients find it saves hours and gives peace of mind knowing deadlines won’t be missed.

Would you like me to schedule you a quick demo so you can see how little you need to do?

Best,

[Aprio Accountant Name]



Pushback: “I’d rather keep control and pay directly”

Response Template:

Hi [Client Name],

We completely understand wanting to maintain control — and that’s exactly how this system works. Nothing is processed without your approval unless you choose to automate.

The benefit is that Aprio handles all the setup, tracks the deadlines, and provides a clear audit trail. You’ll still have the same level of oversight, just without the hassle of logging into IRS or state portals yourself.

Many of our clients have switched because it eliminates late fees and gives them more time to focus on their business. Would you like to try it for your next payment cycle? If you don’t like it, we can easily revert to the old process.

Best,
[Aprio Accountant Name]



Pushback: “Is this secure? I don’t like sharing my account info”

Response Template:

Hi [Client Name],

I completely get the concern. Security is our top priority. The platform (Remitian) is **bank-level secure and used by firms nationwide**. Your account is only linked once, and all approvals are done through encrypted channels.

Aprio never sees your login credentials — everything is tokenized, meaning no one can access your bank details except to process authorized payments.

Would you like me to share a one-pager on how security is handled? Or, if you’d prefer, we can schedule a short call to answer any questions.

Best,

[Aprio Accountant Name]