

Professional Services

Property Management · Independent Practices · Independent Agencies · Small Accounting Practices
· Staffing Agencies · Brokerages and Agent Teams

Six trades, one publication. Every item is something that moves a number on your P&L, changes what you must do by law, or changes what parts and labor cost you.

IN THIS ISSUE	PROPERTY MANAGEMENT HUD published fiscal 2027 Fair Market Rents on September 1, effective October 1, with the two-bedroom standard at \$2,438 in the Washington metro and \$2,964 in Los Angeles	INDEPENDENT PRACTICES Comments on the CY2027 Medicare physician fee schedule closed September 14 with the proposed conversion factor falling to \$33.17 for qualifying APM participants and \$32.84 for everyone else	INDEPENDENT AGENCIES The California FAIR Plan cuts producer commissions on October 15, to 7% from 10% on new business and to 3% from 8% on renewals, a 62.5% renewal cut	 Read it online This issue, and every one before it
	SMALL ACCOUNTING PRACTICES The AICPA asked the IRS on September 8 to clarify guidance telling tax practitioners to pass AI efficiency gains to clients through billing that reflects reduced research and drafting time	STAFFING AGENCIES Staffing Industry Analysts projected on September 6 that US staffing revenue will grow 2.4% to \$183.1 billion in 2026 and 2.2% to \$187.0 billion in 2027	BROKERAGES AND AGENT TEAMS Existing-home sales fell 2.0% in August to a 3.98 million annual rate, the first reading below 4 million since June 2025, while inventory rose to 1.62 million units	
	BACKGROUND SIGNAL The fraud that reads your invoices before it sends one			

RULE

The stopgap the House cleared 370-48 on September 1 extends National Flood Insurance Program authority only through December 11, the 36th short-term flood reauthorization since 2017

The continuing resolution the House passed 370-48 on September 1 keeps the National Flood Insurance Program alive only through December 11, 2026. The Senate had cleared the measure 90-6 on August 8, and it went to the president for signature. The Big "I" counts it as the 36th time the NFIP has been reauthorized on a short-term basis since the end of fiscal 2017. The new expiration is a date Congress picked for appropriations reasons that have nothing to do with flood risk, and the program's authority now ends the same day federal funding does.

The stakes are operational, not abstract. When NFIP authority lapses, no new flood policy can be issued and no existing one renewed. A purchase in a special flood hazard area with a federally backed mortgage stops at the closing table. Agencies lose flood commission income, property managers cannot bind coverage on a newly acquired building, and buyers under ratified contracts lose a financing contingency they cannot cure.

The same bill funds the federal government at current levels through December 11 and holds the IRS at an \$11.2 billion annual budget, blocking a second rescission of more than \$11.6 billion during the period. The Big "I" says it supports long-term reauthorization and opposes policies that would cut Write-Your-Own reimbursement or displace the independent agents who sell and service flood policies.

December 11 lands in the middle of fourth-quarter closings and January 1 commercial renewals, the two weeks of the year when a stalled settlement or an unbindable policy costs the most. Thirty-six short-term extensions in nine years is the pattern, not the exception, and the Big "I" is still asking for a long-term reauthorization it has not got. Plan on the assumption that this returns in December rather than that it is settled, and price the contingency into the work you are quoting this month.

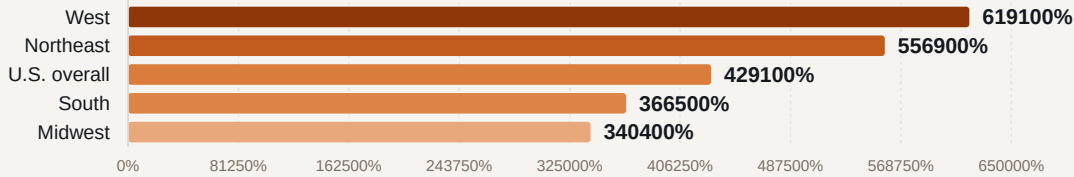
What to do about it: Pull every flood policy in your book or portfolio with an effective or renewal date between December 11 and January 31 and flag it now. Tell closing agents and lenders in writing this week that flood-dependent settlements after December 11 carry lapse risk, and build a written contingency into every contract you sign from here. If you are an agency, calculate what a four-week lapse costs in flood commission, put that number in front of your carrier reps, and ask each one now whether it writes private flood and on what terms. Property managers should confirm which buildings sit in a special flood hazard area and whether the lender will accept a private policy. Brokerages should brief agents to date settlements before December 11 where a flood policy is required. Do not wait for a December headline; the renewal notices for that window are being generated now.

House Extends NFIP Through Dec. 11 - Independent Agent magazine · Congress approves funding bill that maintains IRS budget - Journal of Accountancy

INFOGRAPHIC 1 / FOUR REGIONS, ONE MARKET

The median existing-home price in August 2026 ranged from \$340,400 in the Midwest to \$619,100 in the West.

Median existing-home sale price, dollars, August 2026, by Census region with the national figure; NAR Existing-Home Sales release, September 10, 2026.



The West and Northeast sit far above the national median, and the South, the largest region by volume, sits below it. A commission plan built on the national number will overstate gross commission income in the South and Midwest by a fifth or more. Price your splits and your desk fees off your own region's median, not the headline. [NAR Existing-Home Sales Report Shows 2.0% Decrease in August](#)

PROPERTY MANAGEMENT

TWO ITEMS

MONEY

HUD published fiscal 2027 Fair Market Rents on September 1, effective October 1, with the two-bedroom standard at \$2,438 in the Washington metro and \$2,964 in Los Angeles

Why it matters: FMRs set the payment-standard ceiling every housing agency uses for vouchers, so they cap what you can collect on an assisted unit. HUD published the FY2027 schedule Sept. 1, effective Oct. 1. Two-bedroom FMRs: Los Angeles \$2,964, Miami \$2,564, Washington-Arlington-Alexandria \$2,438, Denver \$2,169, Chicago \$2,011, Atlanta \$1,762, Phoenix \$1,734. HUD built them on 2020-2024 five-year American Community Survey gross rents, a recent-mover factor, and CPI and EIA utility inflation. Comments or a request to reevaluate an area's FMR are due Oct. 1, 2026. This week: compare each voucher unit's current payment standard against the new number and ask your PHA in writing when it will adopt the FY2027 schedule.

[HUD FY2027 Schedule of Metropolitan and Non-Metropolitan Fair Market Rents - HUD Publishes FY 2027 Fair Market Rents - NAHRO](#)

REGULATION

USDA published fiscal 2027 Rural Development management fees on August 31 through Procedural Notice 661, moving the per-unit fee by HUD's operating cost factor after no increase in fiscal 2026

Why it matters: If you manage Section 515 or other Rural Development properties, the per-unit-per-month management fee is your revenue line and USDA sets it. CARH reported Aug. 31 that PN 661 publishes the FY2027 fees, adjusted by HUD's Operating Cost Adjustment Factor, which varies by location. Fees were not adjusted at all for FY2026, so this is the first movement in two years. Allowable add-on fees remain \$5.00 per unit per month. The state-by-state chart sits in HB-2-3560, Chapter 3, Attachment 3-F. This week: pull Attachment 3-F for every state you operate in, compare the FY2027 figure against what your budgets assume, and file amended budgets with the Rural Development field office where the fee moved.

[RD Management Fees Published for Fiscal Year 2027 - CARH](#)

INDEPENDENT PRACTICES

TWO ITEMS

MONEY

Comments on the CY2027 Medicare physician fee schedule closed September 14 with the proposed conversion factor falling to \$33.17 for qualifying APM participants and \$32.84 for everyone else

Why it matters: CMS proposed a CY2027 conversion factor of \$33.17 for qualifying APM participants, down \$0.40 or 1.19% from \$33.57, and \$32.84 for everyone else, down \$0.56 or 1.68% from \$33.40. The rule was issued July 14 and published July 16; comments closed Sept. 14. Current law forces a 2.50% reduction against CY2026 because the temporary 2026 increase expires. CMS also proposes reallocating indirect practice expense using work and clinical labor RVUs and removing the indirect cost index over two years, which moves money between office-based and facility-based work. This week: reprice your top 20 codes at \$32.84 and at \$33.17 and decide before open enrollment whether APM participation is worth the difference.

[Calendar Year \(CY\) 2027 Medicare Physician Fee Schedule Proposed Rule - CMS - CMS-1848-P federal regulation notice - CMS](#)

REGULATION

H.R. 9693, the Patients First Act of 2026, would replace the annual Medicare pay patch with permanent updates tied to the Medicare Economic Index minus one percentage point

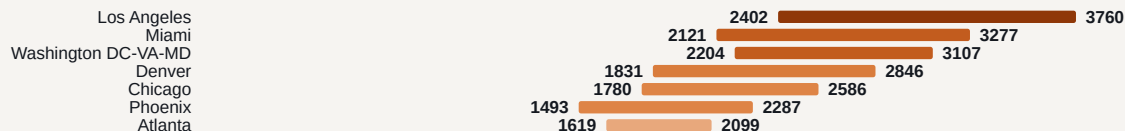
Why it matters: Reps. John Joyce, Kim Schrier and Greg Murphy, all physicians, want permanent Medicare updates at MEI minus 1 point for most physicians and MEI minus 0.5 for qualified APM participants, with updates floored at 25% of MEI in low-inflation years and capped at 75% in high-inflation years. The AMA reported 41 cosponsors as of Sept. 9 and says physician pay adjusted for practice-cost inflation has fallen 33% since 2001. The AMA's own example: a 30-to-39-minute office visit in Dallas would go from \$131 to \$134. That is the scale, and it is not a rescue. This week: model 2027 at the proposed conversion factor, not at the bill, and tell your delegation in writing what a 2.50% cut does to your payroll.

[Bill would put an end to yearly patches on Medicare physician pay - AMA](#)

INFOGRAPHIC 2 / THE 2027 RENT CEILING

HUD's FY2027 Fair Market Rents run from the one-bedroom floor to the three-bedroom ceiling in seven metro areas.

FY2027 Fair Market Rent, dollars per month, one-bedroom (low) to three-bedroom (high); HUD FY2027 Schedule of Metropolitan and Non-Metropolitan Fair Market Rents, published September 1, 2026, effective October 1, 2026.



The spread between a one-bedroom and a three-bedroom is the whole argument for unit mix in an assisted portfolio. Los Angeles pays \$1,358 more a month for the third bedroom; Atlanta pays \$480. Where the gap is wide, larger units carry the property. Check your own area's schedule before you renovate to a smaller floor plan. [HUD FY2027 Schedule of Metropolitan and Non-Metropolitan Fair Market Rents](#)

INDEPENDENT AGENCIES

TWO ITEMS

MONEY

The California FAIR Plan cuts producer commissions on October 15, to 7% from 10% on new business and to 3% from 8% on renewals, a 62.5% renewal cut

Why it matters: The FAIR Plan announced the cut Aug. 18 and it takes effect Oct. 15. New business drops from 10% to 7% and renewals from 8% to 3% on dwelling fire, commercial, commercial high-value and businessowners policies. California Earthquake Authority business is unaffected. Any agency that absorbed FAIR Plan placements as admitted carriers pulled back is about to see a renewal book worth three-eighths of what it was. The American Agents Alliance opposed the change publicly on Aug. 26; the plan cites growth in policies in force and long-term stability. This week: run your FAIR Plan renewal list through the new rates, calculate the 2027 revenue hole, and price broker fees or a service agreement before Oct. 15.

[California FAIR Plan Announces Major Broker Commission Cuts - American Agents Alliance - Agents Alliance Opposes California FAIR Plan Commission Reductions - Insurance Journal](#)

DEMAND

Aon agreed to buy USI Insurance Services for \$17 billion, adding about \$3 billion of revenue, more than 10,500 employees and nearly 200 offices to its US middle-market business

Why it matters: USI is the tenth-largest US broker and the deal, reported Aug. 31, is expected to close in the fourth quarter of 2026. Aon projects roughly \$395 million in annual run-rate net adjusted EBITDA from the combination and is funding it with new debt; KKR takes about \$3.3 billion after tax, near 3.4 times its investment since 2017. This follows Aon's \$13.4 billion purchase of NFP in 2024, and it is aimed squarely at the middle market independent agencies compete for. Integrations shake producers loose and unsettle carrier appointments. This week: identify which of your accounts are USI-controlled, brief your producers on the timeline, and confirm your own restrictive covenants are current.

[Aon to Buy USI Insurance Services for \\$17 Billion - Independent Agent magazine](#)

SMALL ACCOUNTING PRACTICES

TWO ITEMS

REGULATION

The AICPA asked the IRS on September 8 to clarify guidance telling tax practitioners to pass AI efficiency gains to clients through billing that reflects reduced research and drafting time

Why it matters: The Office of Professional Responsibility issued guidelines in June 2026 on AI use in federal tax practice, including language that practitioners should pass along efficiencies through billing practices reflecting reduced research and drafting time. The AICPA's Sept. 8 comment says that assumes savings must flow straight to clients and ignores implementation cost, software licensing, training, governance and liability, and that it collides with the value-based pricing many firms now use. No effective date or enforcement date for the guidance has been published. This week: document what your AI tools actually cost per engagement and put that basis, plus your pricing method, in your engagement letters before filing season.

[AICPA seeks IRS clarity on AI guidelines, CPA fees - Journal of Accountancy](#)

MONEY

TIGTA reported August 31 that IRS examination starts fell 30% from fiscal 2024 to fiscal 2025 while the examination and collection workforce shrank 27%, to 19,612 people

Why it matters: TIGTA's Aug. 31 report says the IRS collected \$5.3 trillion in fiscal 2025, 13.2% more than fiscal 2023, while examination starts dropped 30% and audits of taxpayers earning above \$400,000 fell 27%. Exam and collection staffing went from 27,217 at the end of fiscal 2024 to 19,612 at the end of fiscal 2025 and 17,517 by Jan. 10, 2026. Enforcement revenue slipped from a record \$98.7 billion to \$93.8 billion. Near-term audit exposure for your clients is lower; automated notices and collection are not. This week: stop selling audit-defense retainers on 2021 odds, and move the conversation to notice response and installment agreements, where the volume is going.

[IRS enforcement activity fell despite record tax collections, TIGTA says - Journal of Accountancy](#)

STAFFING AGENCIES

TWO ITEMS

DEMAND

Staffing Industry Analysts projected on September 6 that US staffing revenue will grow 2.4% to \$183.1 billion in 2026 and 2.2% to \$187.0 billion in 2027

Why it matters: SIA's September update puts two consecutive years of low-single-digit growth in front of you, which is a market that grows slower than wage inflation. If your plan assumes a recovery year in 2027, it is out of step with the forecast. Segment-level numbers in the report are restricted to SIA members, so treat the headline rate as the planning figure and get your own segment mix from your gross-profit reports. This week: rebuild your 2027 budget on 2% top-line growth, protect gross margin rather than volume, and decide now which low-margin accounts you will let go at renewal rather than staffing them at a loss.

[US Staffing Industry Forecast: September 2026 Update - Staffing Industry Analysts](#)

LABOR

Temporary help services added 6,800 jobs in August and the staffing penetration rate held at 1.58%, while total payrolls rose 162,000 and unemployment climbed to 4.14%

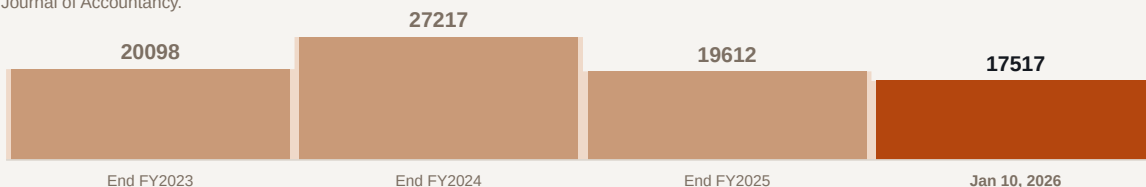
Why it matters: The August employment report, summarized by SIA on Sept. 4, shows temp help up 6,800 with July revised up to plus 5,200, and the penetration rate unchanged at 1.58% of nonfarm employment. Total nonfarm payrolls rose 162,000 and July was revised up 44,000, from minus 23,000 to plus 21,000. Unemployment rose to 4.14% from 4.09%. Year-to-date payroll growth averages 80,400 a month. Temp is growing, but flat penetration means clients are not substituting temporary labor for permanent headcount. This week: do not price 2027 contracts on a penetration rebound; hold bill rates and push for annual escalators instead.

[September 2026 US Jobs Report - Staffing Industry Analysts](#)

INFOGRAPHIC 3 / WHO IS LEFT TO AUDIT

IRS examination and collection staffing has fallen by more than a third since the end of fiscal 2024.

IRS examination and collection employees, headcount at each date; TIGTA report released August 31, 2026, as reported by the Journal of Accountancy.



The 2024 hiring surge is gone and then some: 27,217 examination and collection staff at the end of fiscal 2024 fell to 17,517 by January 10, 2026. Examination starts fell 30% over the same stretch. Audit-defense retainers priced on old odds are getting harder to justify to clients; notice response and collection work is where the volume moved. [IRS enforcement activity fell despite record tax collections, TIGTA says - Journal of Accountancy](#)

DEMAND

Existing-home sales fell 2.0% in August to a 3.98 million annual rate, the first reading below 4 million since June 2025, while inventory rose to 1.62 million units

Why it matters: NAR's Sept. 10 release puts August sales at a 3.98 million annual rate, down 2.0% from July and 1.2% from a year ago. Inventory rose 3.2% on the month and 5.9% on the year to 1.62 million units, pushing supply to 4.9 months from 4.6. Median price was \$429,100, up 1.6%. Homes sat 31 days, up from 29. Cash was 27% of sales and investors 15%. Regionally, sales fell 2.0% in the Northeast, 2.1% in the Midwest and 2.7% in the West year over year, and were flat in the South. This week: reset listing presentations to a 4.9-month market, and set price-reduction triggers at 21 days, not 45.

NAR Existing-Home Sales Report Shows 2.0% Decrease in August · August existing home sales slip to 3.98 million annual rate - HousingWire

SUPPLY

NAR's September 9 data center report puts the median home value in counties with 10 or more data centers at \$431,750, against \$174,500 in counties with none

Why it matters: NAR released its 2026 Data Center Impact Report on Sept. 9. Counties with 10 or more data centers show a median home value of \$431,750 versus \$174,500 where there are none, and 95% value growth over ten years against 64%. About half of commercial agents surveyed said they had seen nearby property values rise, and residential agents were split. Clients' leading objections were energy and water use, not noise or traffic. If your farm area sits in a data center corridor, this is now a disclosure and objection-handling problem, not a talking point. This week: write a one-page fact sheet citing this report for listing and buyer consultations in affected submarkets.

2026 Data Center Impact Report - National Association of Realtors

THE BACKGROUND SIGNAL

The fraud that reads your invoices before it sends one

The FBI's Internet Crime Complaint Center took 24,768 business email compromise reports in 2025, with losses of \$3.05 billion — a record, after dipping to \$2.77 billion in 2024 from \$2.95 billion in 2023. Across all internet crime it logged 1,008,597 complaints and \$20.88 billion in losses. Reported cases only, so read it as a floor.

Business email compromise, not ransomware, is the one that should concern a professional services firm. Someone gets into a mailbox, reads until they understand

how you invoice and who pays you, then sends a real-looking progress billing with different bank details. No malware, no warning — just a payment that never arrives and an argument about who eats it. A firm that emails engagement letters, statements and vendor invoices all day is the shape this is built for. The quieter number is adoption: under 20% of firms with fewer than 20 staff use AI at all.

What to do about it: You don't need a security program. You need multi-factor authentication on email and your accounting login, and one rule everybody follows: nobody changes bank details on the strength of an email or a call — you ring the number you already had on file and confirm. That covers most of it, and costs nothing. The part it doesn't — how the systems are set up — is the day job of our parent company, CyberSainya.

FBI Internet Crime Complaint Center, 2025 Internet Crime Report — reported cases only, rounded from \$2,946,830,270, \$2,770,151,146 and \$3,046,598,558. U.S. Census Bureau, Business Trends and Outlook Survey, May 3, 2026.

CYBERSAINYA · CERNOGLOBUS

The Cerno Revenue Engine

Everything the two desks actually do — turning a lead into a booked, paid job. [See it live at cernoglobus.com](#)

Answering now, 24/7100% of calls answeredLive in days, not monthsKeep your own number

1 THE REVENUE ENGINE

More leads answered, more jobs booked, more revenue.

EVERY LEAD

Phone call

Inbound text

After-hours

Web / ad

Referral

CERNODESK · FRONT DESK · LIVE

Capture every lead

Answers, qualifies, books — around the clock

Answers every call & text, 24/7

Qualifies & captures the job

Live warm transfer to you

Books onto your calendar

Instant text-back to callers

Custom intake questions

Spam & robocall screening

Call recordings + transcripts

Booking reminders

Review requests

Pushes every lead to your other tools, in real time

Emergency escalation to cell

Bilingual (on request)

Multi-location

Outbound campaigns

Monthly ROI report

"Your front desk never sleeps."

Reception \$209 · Growth \$439 · Full Office \$899 /mo

CERNO · DEAL DESK · LIVE

Close every deal

Turns the call into a priced quote that books itself

AI drafts the estimate from YOUR price book

Itemized good / better / best options

You approve from your phone

Customer page: options, photos, plain English

Accept → book a time window

Automatic follow-up until booked

Tech photo line (techs text photos in)

Financing & maintenance-plan display

Shared job room (AI, tech, owner, customer)

Works with your stack or standalone

"From first call to booked job."

Deal Desk \$149 · Pro \$249 · Bundle +\$100 /mo

Booked, paid job

The lead becomes revenue

SEEN IN YOUR DASHBOARD

2 SEE EVERYTHING — YOUR DASHBOARDS

Read-only, branded, one-key login. Two clean views of the money.

CERNODESK · OWNER DASHBOARD

example view - this month

ANSWERED312

BOOKED88

CAPTURED124

MISSED0

47 calls caught after hours — a 9-to-5 desk would have missed them

CERNO DEAL DESK · OWNER DASHBOARD

example view - this month

OPEN12

AWAITING4

SENT18

WON71

6 min average from request to quote sent · 71% estimate → won

FREE FROM CERNOGLOBUS

Wary of AI? Start where it falls over.

Module 1 of **AI for Business Growth** is free to read — no signup, no card.

What AI is good for in a trade business, and where it breaks. Seven modules, \$149. · [cernoglobus.com/ai-for-business-growth](#)

Questions? Reach out.

Corrections, tips, or something you want covered next.

info@cernoglobus.com



The Revenue Engine
See both desks running, and the pricing



AI for Business Growth
Module 1 free — no signup, no card



Subscribe
Get this brief every other Monday



CernoGlobus
Who publishes this brief, and what we build