



# The Value of Integrated Legal, Tax, Accounting and Business Advisory Services

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 **ALLEN • BARRON** INC.  
Law • Tax • Accounting  
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# Competing and Succeeding

## in Today's Fast Paced and Global Business Environment

The impact of globalization and technology upon business in the United States has resulted in a much faster and more competitive business environment. Business decisions today are much more complex than even a decade ago. How will you manage your business through the challenges ahead of you?

At the turn of the millennium, business owners faced simpler problems. Perhaps a tax issue, or the need for a contract. Accounting primarily informed financials and tax. Business consultants were only

***Business Today is  
Demanding and Competitive.  
There is No Margin  
for Error.***

necessary for major projects and were not economically accessible for small to mid-sized businesses.

Today's business issues are much more challenging.

Decisions have become much more complex. One must consider a problem in a larger context and deeper perspective than ever before. The impact of a poor decision is much more costly in terms of success, business relationships and profit, and in some cases may threaten the viability of the company itself.

***How does an integrated legal, tax, accounting  
and business advisory approach help your company?***

***How will Allen Barron's integrated services  
provide better answers while saving you money?***



# The Problem:

Presently, most business owners must turn to a variety of professionals to accomplish important tasks along the business life cycle of their company. They may employ one or all of a myriad of separate business professionals including:

- ▶ business attorney
- ▶ tax attorney
- ▶ trust, estate planning and business succession professionals
- ▶ CPA / bookkeeper / accountant
- ▶ business adviser or coach
- ▶ financial planner or adviser
- ▶ tax preparer

Each professional accepts responsibility for their own piece of the puzzle in this model. But how do pieces fit together? They aren't separate, they are actually quite integrated. Business decisions impact multiple aspects of the company.

*Who can analyze and communicate the implications of a decision, opportunity or challenge across every department or aspect of your business?*

*Why is it so difficult to get a straight forward answer to your questions?*



# THE SOLUTION:

Allen Barron provides integrated high-level business consulting services to provide a competitive advantage to our clients. The business climate today is fast paced and quickly evolving. Important business decisions must be taken quickly. Business owners and executives require integrated information from multiple disciplines to inform complex decision making. Today more than ever the questions facing executive management are complex and intertwined.

Today's business life cycle moves quickly and requires detailed information and informed analysis from a broader perspective. Tax decisions may affect the structure of entities within affiliated companies. Accounting systems must capture detailed up-to-the-minute data and communicate it to operational

decision makers to inform supply channel decisions. Critical business opportunities such as expanding to a new continent may lie outside of existing manager's areas of expertise. How will the structure of entity "x" affect the tax liabilities of company "y" and the distribution of products in various parts of the world?

The professionals at Allen Barron provide all these services in a single source. We can tell you how a decision or issue will affect or impact your business from multiple perspectives: tax advantages or burdens, operations, profitability, corporate structure, accounting and tax reporting, as well as the impact it will have on your supply chain management and employee adoption.

*Are you looking for a single source integrated business services company with deep expertise to whom they can entrust any "problems" which arise?*

*Do you want to hand off your problems and challenges to a partner you can trust knowing it will be handled in an expert, efficient and cost-effective manner?*



# Integrated Business Services

## **TAX**

Tax planning is the process of looking at various tax options in order to determine the best strategy for minimizing the impact of state, federal and international taxation upon our business clients. Thousands of banking and investment institutions, as well as sovereign tax authorities around the world provide information directly to the IRS regarding offshore account information, balances, transactions and assets of US businesses.

California's Water's Edge election and complex tax code presents unique challenges for California businesses and for those who do business within our state. Allen Barron's tax attorneys and accountants work to reduce the impact of taxation while maximizing profitable business operations and sound decisions.

## **LEGAL**

Janathan L. Allen, APC and our staff attorneys have extensive business and corporate law experience and expertise. Our corporate, business and tax attorneys manage all legal aspects of business including formation, governance and compliance, business and employment contracts, intellectual property, mergers and acquisitions, dispute resolution as well as business succession planning, trusts and estate planning.

The integration of our legal services with tax, accounting and business advisory consulting informs decisions across the spectrum of business and executive legal issues, while leveraging economies of scale.

## **BUSINESS ADVISORY**

Just as every professional athlete still requires a coach, every business owner or executive needs experienced and effective counsel. The Business Advisory Services team at Allen Barron advises business owners and executives in local, regional, national and international business management roles. The business executives and consultants of Allen Barron have decades of expertise managing multi-national corporations, mid-sized technology and retail establishments and small businesses.

We help you to develop strategies to grow and advance your business goals while integrating tax, legal and accounting expertise to implement strategies across your company or around the world.

## **ACCOUNTING**

Accounting isn't simply associated with bookkeeping and financial reports. A well structured accounting strategy captures vital information at every step of the business process. This information integrates with market data to provide up-to-the-minute accurate insight into developing internal business trends, costs and opportunities for expansion or cost-cutting strategies.

Our accounting professionals integrate with Allen Barron's tax, legal and business advisory groups to tailor solutions which integrate smoothly into the operations of your business. We provide the insight which helps to inform critical business decisions.

# Real Solutions to Business Challenges, Problems and Opportunities

Today's business problems are much more complex requiring an integrated approach from multiple disciplines. The Allen Barron team excels at getting to the root of a problem, identifying genuine options and making recommendations that resolve the issue at hand while positioning our client for new opportunities downstream.

Our clients can walk in the door, sit down with experts representing a breadth of knowledge across several disciplines and describe the problem they are wrestling with. Our team provides informed insight and action steps to alleviate immediate stress points. The client leaves with peace of mind knowing we've handled similar issues, and with an understanding of what to expect going forward. Our clients value the candid insight and the efficient manner with which we get to the core of a conversation. It's timely, efficient and cost-effective. It also ultimately resolves their challenge.

This allows you as a business owner or executive to entrust the management of unexpected problems and challenges to Allen Barron, while keeping your focus on the day-to-day operations of your business.



## CONDUCTING or MANAGING Business in California

You may simply face challenges conducting business within the State of California based upon some of the most complex and far reaching laws in the nation.

You may be a regional or national business attempting to comply with California law while growing into new markets. You may be a California company conducting business across the border or around the world, or you may be a multi-national corporation seeking to maximize business profitability around the world.

Allen Barron can provide access to an array of services with integrated legal, tax, accounting and business advisory services. Our clients value the depth of experience and expertise we bring to any challenge.

# Our Clients Achieve

## A Competitive Advantage and Economies of Scale

We help you to ask the right questions. We keep your mind focused upon the principal tasks at hand, the information that you will need to make important decisions, and the processes and systems that must be in place to ensure business prosperity. If you are starting a new company, are established but going through growing pains and need investment or growth, are in the midst of challenges that may threaten the survival of your company, or are planning an acquisition or the sale of your business we will help.

### **What is the value of proven business expertise in challenging times like these?**

What if you could draw upon the experience of executives who have successfully operated their own small and mid-size businesses and corporations, the CEO of a publicly traded company with millions in revenue or the Director of Manufacturing Operation for a major international telecommunications company with plants around the world including the far east and China?

### **Integrated Expertise of Multiple Disciplines While Lowering the Time and Cost of Working with Multiple Vendors**

What if you no longer had to turn to 5 different

professionals to get a piece of the answer to a complex question and then attempt to put together the pieces on your own? What if you could find a valuable business service company who can integrate multiple disciplines and provide single-source answers to the most complex questions facing business people today? What if it were possible to get better answers, broader perspective and critical business insight while saving money? It is with Allen Barron.

We invite you to elevate the business conversation and the value of every dollar invested in your company. Learn about the benefits of economies of scale Allen Barron can provide by integrating disciplines and services.

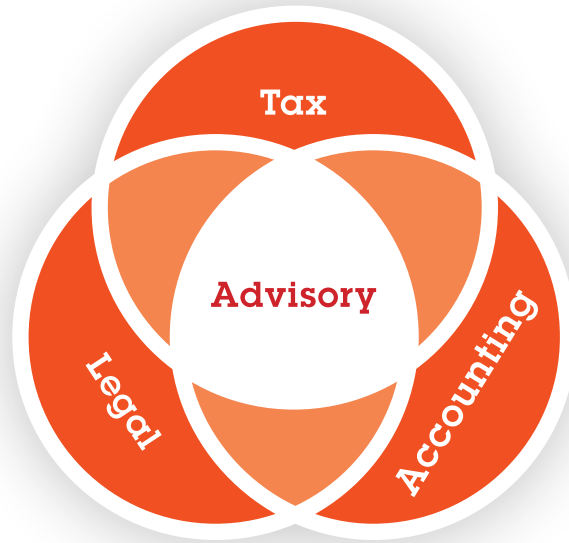
Learn about the additional insight and perspective you will gain as you begin a new business, guide your company through growth or acquisition, weather the storms and challenges that inevitably arise and ultimately position your company for sale.

Local. Regional. National. International. Small business to multi-national corporation. Every Business needs to solve problems, leverage opportunities and compete in a challenging world.



***One vendor. One valued business partner. Allen Barron.***





- How can you solve business problems and challenges faster and more effectively?
- Why do today's business questions require greater expertise?
  - How does an integrated legal, tax, accounting and business advisory approach help your company?
  - How can a more comprehensive scope of advice and expertise save you money and time?



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