

Sanders Thaler: *Continuing Growth Path*

Committed to providing close, personal attention to its clients has been the basis of Sanders Thaler & Associates LLP's growth. A full service accounting firm, Sanders Thaler was launched about 16 years ago in a less complex time. Rolling with the changes in the industry and society, the firm continues to form partnerships with its clients to reach success.

In 1995, Scott Sanders, CPA, PFS CFP, CFS merged his private practice to form Lazar Sanders, LLP. In 2006, Sanders joined forces with Michael Thaler, CPA, PFS to form Lazar Sanders Thaler & Associates, LLP; and in 2010, the firm became known as Sanders Thaler & Associates LLP and merged with Geller, Marzano & Company CPAs PC, which was formed in 1975 and was formerly located in Port Washington.

In its early years, the firm was smaller in size and provided less areas of practice. Today, the firm has 22 employees and plans on growing to about 25 by year-end.

"There is more specialization in niche areas as we develop into a more complicated society," said Sanders Thaler & Associates Managing Partner Scott Sanders. "The demands from clients have increased regarding these types of specializations such as trusts and estates and valuation issues."

"Additionally, client demands have increased due to the tightening of the credit markets," Sanders said, "Therefore, we are spending more face time with our clients and their businesses than ever before."

As mergers continue to weave through the industry, the general practitioner will basically fade in 10 years and the CPA industry will mostly be made up of mid-size and large firms, predicted Sanders.

"We see smaller firms almost non-existent in the future unless they have some unusual industry specialization," he said.

Another big trend is the move to go Green, he noted. "Most firms in 10 years will all be paperless and will be delivering all their services via the Internet through portals and through the iCloud."

Sanders Thaler will continue to be on the cutting edge of technology for its clients and deliver paperless products to them, Sanders noted

Sanders Thaler & Associates, with offices in Jericho and New York City, provides a variety of services to its individual and business clients including income tax preparation for all types of businesses and individuals; IRS and state audit representation; payroll reporting; QuickBooks setup, support and training; business startup services; monthly bookkeeping; and financial statements.

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Sanders Thaler & Associates LLP, Certified Public Accountants and Consultants offers a variety of other services as well, including, Income tax preparation for all types of businesses, individuals, trusts, estates and not for profits; Business startup services; Bookkeeping and accounting services; QuickBooks setup, support and training; Business financial statement preparation; Attestation engagements including audits, reviews and compilations; Audit representation for IRS business and personal audits, state representation for business audits, sales tax audits and residency audits, representation for federal and state Department of Labor audits; Business tax filings including payroll and sales tax; and Merger & acquisition services.



Long Island Office:
350 Jericho Turnpike, Ste 1
Jericho, NY 11753
Tel: (516) 938-5219 | Fax: (516) 938-0491

New York City Office:
275 Madison Avenue, Ste 1711
New York, NY 10016

Tel: (212) 370-3743 | Fax: (212) 370-4996

www.st-cpas.com