

WHO'S WHO

in Accounting

SCOTT SANDERS,
CPA, PFS, CFP, CFS*Sanders Thaler & Associates LLP*

Scott Sanders, CPA, PFS, CFP, CFS is managing partner of Sanders Thaler & Associates LLP in Jericho. Sanders has extensive experience in all aspects of federal, state, and local taxation for corporations, individuals, and estates, as well as tax planning, estate planning, and estate and trust tax preparation. His clients include high-net-worth individuals and closely held businesses in manufacturing, real estate and public relations.

Sanders has 30 years of accounting experience. He merged his private practice in 1995 to form the firm of Lazar Sanders, LLP. He then merged in 2006 to form Lazar Sanders Thaler & Associates, LLP and in 2010, he formed Sanders Thaler & Associates LLP, which currently employs 20 professionals.

Mergers take a tremendous amount of time and effort with no assurance that at the end of the process both the merger target and/or you will be happy with the results, Sanders noted.

"Mergers — small or large — require, if done properly, due diligence reviews, meetings with the principals, IT professionals to integrate data and software programs, time of your office manager for payroll, seating, and adding staff names, client names, and work codes to the time and billing systems," he said. "There are additional licensing fees, training, insurance, changing employee handbooks to account for some benefits 'grandfathered' in from the target firm. It's a lot of work and your reputation can be at stake if things go wrong."



These issues are manageable as long as the merging firms follow similar growth paths, corporate culture, similar views of the professions, similar views of where they want to be in 5 years, 10 years, etc., Sanders explained.

"To get into the 'merger' business you need to understand what you want to get out of the effort," he said. "Growth for growth sake doesn't work. Growth through mergers that allows your firm to offer more services to your clients works every time."

Sanders earned a bachelor's degree in accounting from Queens College, CUNY. He is a member of the Estate Planning Council of Nassau County, Inc. and a board member and member of the Financial Planning Association Long Island Membership Committee and the New York State Society of Certified Public Accountants, Nassau Chapter Small Firm MAP Committee. He is also a member of the American Institute of Certified Public Accountants.

Sanders retains his license as a CPA in both New York and New Jersey. He is a Certified Financial Planner (CFP) having received his license from the College of Financial Planning in Denver, Colorado. He has also received from the AICPA, his license as a Personal Financial Specialist and his license as a Certified Fund Specialist from the Institute of Business and Finance. He received his NASD Series 6 li-

cense; and his Series 63. Scott received his NASD Series 26 license, as well as his Series 24, which allows him to act in the capacity of an Office of Supervisory Jurisdiction (OSJ) for his broker-dealer. He also received his Series 7 license and is licensed to sell life, accident and health insurance in New York State. Scott also became a Qualified Guardian under Article 81 and a Qualified Special Needs Trustee under Part 36 through the Nassau Academy of Law.

Sanders Thaler & Associates LLP is committed to providing close, personal attention to its clients. The firm provides a variety of services 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.