

CLIENT SERVICES

Business Consulting - Providing expertise to address the full range of business opportunities and challenges of our Clients.

The business environment is constantly changing. Economic trends, tax regulations and other factors create both opportunities and challenges. Right now, market dynamics are prompting a great deal of activity in company ownership and related financial matters.

The sale or transfer of a business may happen for a variety of reasons. Retirement of present ownership, succession planning, employee purchase, inheritance, external interest purchase or merger are all possibilities. No matter what the reason, knowing the true value (and potential) of a business is where the conversation begins. Having the experience to provide support no matter what comes next is what makes our firm such a valued resource.

Price CPAs is known for its expertise in business consulting. We have been consulting as long as we have been in business - nearly 65 years. And, we have a team of specialists who are trained, equipped, experienced and proficient in multiple business disciplines.

WHY CONSULT?

CONSULTING - Engaged in the business of giving expert advice in a professional or technical field.

DECISION MAKING - A process of making choices through consultation with others, assessing alternative solutions.

STRATEGIC DECISIONS - A clear direction and progressive action that leads to accomplishment of specific intended goals.

IMPLEMENTATION - The most difficult task is follow-through. The demands of ongoing activity side-tracks the accomplishment of intended goals.

At Price CPAs, the Business Consulting area of specialized service includes the following areas of emphasis:

- **Mergers & Acquisitions**
- **Valuation**
- **Succession planning**
- **Strategic Planning***
- **Leadership Development***
- **Shareholder agreements**
- **Owner disputes**
- **Entity Governance agreements**
- **Startup Entity Accounting and Organization**
- **Accounting**
- **Tax Planning and Preparation**
- **Private Office**

**through a strategic partnership with Don Klein Consulting (see more information following).*

EXPERIENCE - Knowledge, skill or practice derived from hundreds of direct observations of a participation in professional and technical activities.

Having the right information, making the right strategic decisions and following the steps necessary to accomplish the desired results usually requires an external catalyst to prompt and carry through the process. A major mistake that many firms make is to use a consultant to help with the plan development, and then take the project back in-house, where the busy-ness of ongoing activity side-tracks the implementation. Working with Price CPAs, over time as the catalyst, keeps the team engaged with the plan and its implementation. Otherwise, the busy-ness can rob you of the benefits the plan is intended to create.

THE PRICE CPAS BUSINESS CONSULTING TEAM INCLUDES:



TOM PRICE
PARTNER, CPA/
ABV/CFF, CVA

Tom is well-known in both the accounting and legal communities for his client representation. His experience includes, but is not limited to:

- Advisory services include valuation of businesses for purposes of buying, selling, marital dissolutions, retirement plans and estate planning, financial and tax planning, allocation of purchase price, cash flow projections, loan negotiations and other management services.
- Litigation Support in the areas of business valuation, marital estate net worth determination, stockholder disputes, loss of income (damage) calculations, wrongful death – pecuniary value of individual's estate and calculation of disability income claims.
- Other areas of practice include tax, audit and accounting services. Tax practice includes long range and transaction planning and preparation for individuals, corporations, partnerships, retirement plans and trusts. Price CPAs concentrates on closely held businesses, both corporate and proprietorship.
- Partnership in Price CPAs since 1977.
- Member, American Institute of Certified Public Accountants.
- Member, Tennessee Society of Certified Public Accountants.
- Published and presented material on topics of value to the profession.
- Service on multiple corporate boards of directors.



ALAN WEBB
PARTNER, CPA

Alan has been a Partner in Price CPAs, PLLC since 2006. His extensive experience includes:

- Mergers and acquisitions – due diligence and advisory services.
- Quality assurance for corporate and individual tax returns.
- Litigation support concerning business valuation.
- Business accounting and consulting including financial reporting and CFO services.
- Buy-sell advisory services.
- Financial statement forecasts including business plans.
- Liaison with bankers including loan term negotiations.
- Practicing public accounting since 1992, with CPA certification in 1994.
- Member, Tennessee Society of Certified Public Accountants.
- Member, American Institute of Certified Public Accountants.



MARK FLY
CPA/ABV,
TAX DIRECTOR

Mark's more than 30 years of experience, education and training focused in the area of income tax planning, consulting and compliance equip him

to assist clients with a wide variety of income tax matters. His professionalism and client service leadership includes:

- Over 13 years of experience at Price CPAs and more than 30 years of experience in practice in public accounting.
- Extensive experience in research of tax issues.
- Advisory services in tax planning and consulting.
- Representation of clients under audit by the IRS and other taxing jurisdictions.
- Litigation support in business valuation and marital estate net worth determination.
- 8+ years of experience as Tax Director for a publicly traded hospital company with operations in all 50 states and the District of Columbia.
- Formerly a tax manager with Ernst & Young and Tax Staff with KPMG.
- Member, American Institute of Certified Public Accountants and Tennessee Society of Certified Public Accountants.



BRETT HENRY
CPA, MBA

Brett has earned both a Bachelor's and Master's Degree in Business Administration from Troy University in Alabama. He is investing a great deal of time in forensic and

litigation support projects, using both his CPA and MBA credentials to benefit Price CPAs' clients by providing valuable observations and insights.



DON KLEIN
DON KLEIN
CONSULTING
(STRATEGIC PARTNERSHIP)

Don spent 16 years as a CEO in Nashville and 20+ years in public relations, advertising and marketing communications prior to

the establishment of Don Klein Consulting in late 2013. Don Klein Consulting provides services such as:

- Senior management coaching.
- Board of Directors development.
- Strategic planning.
- Communications planning.
- Media training.
- Media relations.
- Branding/positioning.
- Culture management.
- He is also certified in the Investment in Excellence and Thought Patterns for High Performance programs of The Pacific Institute.



Contact Price CPAs today to find out how we can be of service by equipping you with the right information, empowering you to make good decisions concerning the sale or transfer of your business, the development of your current business, or determine whether purchasing a business is in your best interest. You can reach us at **615.385.0686**, email us at **info@pricecpas.com**, or contact us through our website (**www.pricecpas.com**).