



brown kaplan + liss LLP
CERTIFIED PUBLIC ACCOUNTANTS

NAME AND TITLE	PAUL A. BROWN, CPA, FOUNDER
EDUCATION AND AFFILIATIONS	<ul style="list-style-type: none">+ B.S. in General Business from Northwestern University+ Member American Institute of Certified Public Accountants+ Member Illinois CPA Society
PRIOR EMPLOYMENT	<ul style="list-style-type: none">+ BK & L since 1962
AREAS OF KNOWLEDGE	<ul style="list-style-type: none">+ Accounting, Payroll and Sales Taxes+ Assurance Services<ul style="list-style-type: none">▪ Audits▪ Reviews▪ Compilations▪ Non-Traditional Engagements▪ Forecasts and Projections+ Income, Estate and Gift Taxes+ Strategic Planning+ Business Consulting+ Personal Financial Planning
AREAS OF PRACTICE	<ul style="list-style-type: none">+ Publishing+ Business-to-Business Service Providers+ Advertising and Marketing+ Wholesale and Distribution+ Real Estate Development+ Rental Real Estate+ Engineering and Architectural+ Manufacturers' Representatives+ Software Development+ Retail and Restaurants+ Manufacturing+ Non-for-profit Entities+ Individuals+ Estates+ Trusts
EXPERIENCE AND EXPERTISE	Manages a diversified practice of individuals and family businesses in many industries. Thinks creatively and productively to help clients meet their financial goals.

EXAMPLES OF SPECIAL ACCOMPLISHMENTS

- + Identified the opportunity for a multi-entity client to convert from a C to an S corporation and assisted in the complex implementation of the conversion, resulting in substantial income tax savings and increased owner distributions.
- + Assisted clients in selling their businesses at favorable terms and maximized after-tax proceeds.
- + Identified opportunities to convert taxable retirement account to non-taxable retirement accounts with minimal income tax consequences.
- + Identified opportunities for business owners to make pre-tax retirement contributions at little cost to cover employees.

CURRENT CHARITABLE AND CIVIC ACTIVITIES

- + Member Evanston Lighthouse Rotary Club

PAST CHARITABLE AND CIVIC ACTIVITIES

- + President and Treasurer Lighthouse Rotary Club
- + President and Board member Evanston Public Library
- + Treasurer and Board member Evanston History Center
- + Member Business District Redevelopment Commission
- + Residential Campaign co-chair, Evanston United Way.

Paul is semi-retired and in the process of transitioning his clients to other members of the firm. He is still responsible for overseeing the firm's audit and tax work on several large business clients as well as the personal returns for a number of substantial clients.