

**Experience is the key to success**

**Alan M. Friedman, CPA**

A co-founding partner of Friedman Kannenberg and Company, Alan Friedman, CPA appears regularly as a guest speaker at professional education seminars for NAMM trade shows and regional NAMM University programs held throughout the country. In addition, Alan is a featured writer for Music Inc. Magazine and frequently contributes to other music business publications. A long-time musician and recording artist himself, Alan has become a leading expert in accounting services for the music industry and is a member of the American Institute of CPAs and its Information Technology Group and the Connecticut Society of CPAs and its Internet Committee.

**Donald A. Kannenberg, Jr., CPA, CVA**

A certified public accountant, certified valuation analyst and co-founding partner of Friedman Kannenberg and Company, Donald Kannenberg oversees the valuing of music stores and other closely-held businesses for purchase, sale and family transition purposes. Don manages both the firm's accounting and its quality review compliance programs. He is a member of the American Institute of Certified Public Accountants, the Connecticut Society of Certified Public Accountants and the National Association of Certified Valuation Analysts.



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# When Your Business is Music



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## **You need more than an accounting firm.**

We got involved in the music industry for the same reason you did – an affinity for music. But turning a love of music into a profitable business is not always easy. That's where we come in. We're not just accountants. We're business consultants. And we can guide you to profitability in the music industry.

## **Our expertise comes from our experience.**

Staying on top of trends and building your bottom line is more than a full-time job. You need information quick and you need it relevant. With our 20 plus years of experience in the music industry and proven success in helping to grow closely held businesses, we can help you identify and capitalize on opportunities that may otherwise go unrecognized.

## **Our clients' successes earned our reputation.**

Friedman Kannenberg and Company's proven success in helping music industry clients increase their profits has earned us recognition from the National Association of Music Merchants (NAMM), Retail Print Music Dealers Association (RPMDA) and other music trade associations. Our list of clients includes music instrument retailers, music product manufacturers, professional recording studios, music education facilities, professional musicians and bands, independent record labels and other music support services.

## **Unlock your company's potential**

Creative thinking combined with an intimate, in-depth understanding of the music industry are our keys to your success. The music industry experts at Friedman Kannenberg can help you structure business practices to optimize your profit potential. We'll get to know your business inside and out and then we'll show you how much more money you could be making with a few changes.

## **How we work:**

There are two ways you can benefit from the music industry expertise Friedman Kannenberg has to offer. On-Site and On-Call. Whether you choose a full business review and evaluation or want to focus on a few core problems, you'll get practical, applicable solutions focused right on your bottom line. We can work with you on-site where we'll get a close-up view of your operations and management systems, or you can purchase our on-call services by the hour where we communicate via phone, e-mail and fax.



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## **What we do:**

- Business accounting and financial statement preparation
- Tax planning and preparation of business and individual income tax returns
- Inventory analysis and purchasing advice
- Accounting system hardware and software selection advice
- Business valuations and succession planning
- Loan acquisition assistance
- Rental instrument accounting and analysis
- Employee compensation analysis and planning
- Business management advice

Visit our website at [www.fkco.com](http://www.fkco.com) to learn more about us and the ways we can maximize your company's profit potential. Then give us a call at 860.677.9191 or e-mail us at [info@fkco.com](mailto:info@fkco.com) and let's get started.