

As Seen In... *Forbes*, July 19, 2010

Corsaro & Associates Co., LPA

Helping Closely-Held Businesses Improve Cash Flow

Joe Corsaro has always relished practicing the type of law that helps entrepreneurs be all they can be: tax and business planning.

Corsaro understands the problems faced by closely-held businesses and mid-size companies. After all, as he likes to point out, 50 percent of a company's overhead usually goes to federal, state and local taxes. It's why he dedicates his practice to relieving that burden in order to help businesses free up resources and improve cash flow.

"We can provide expertise in a variety of seemingly unrelated areas and place them in a mosaic that fits together." —Joe Corsaro

"I derive great satisfaction out of helping entrepreneurs achieve the American dream," says Corsaro. "Our whole mission is designed to assist closely-held businesses and high-income individuals to enhance and preserve their net worth through effective business and tax planning."

Corsaro & Associates is a Westlake-based law firm that handles the breadth of business and commercial law, including mergers and acquisitions; estate and succession planning; qualified and non-qualified retirement plans; human resources and employee benefit issues; intellectual property; civil and commercial litigation; real estate and, most importantly, tax planning and representation in federal and state tax audits and controversies.

Corsaro has 28 years' experience as a tax and corporate attorney. He is also a Certified Federal Tax Law Specialist,

one of just a handful in Ohio who have demonstrated the commitment to excellence and training required for the designation. He has also been named an Ohio Super Lawyer the last three years.

Corsaro devises tax strategies aimed at asset protection and legally lowering clients' tax burdens.

"My tactics may include using the tax laws to a client's benefit by deferring income, shifting income to a lower tax bracket or converting nondeductible expenses into ones that are tax deductible," he says.

Going hand-in-hand with tax planning are Corsaro's long-term strategies to protect assets from third-party risk. "We ensure businesses are set up in the proper organizational structure to help limit exposure to third-party claims from creditors, vendors or customers," he says.

Comprehensive Business Planning

It adds up to a holistic approach that also produces efficiencies for the client.

"When you are developing a plan for closely-held businesses and families, you have to bring to the table expertise in a variety of areas," says Corsaro. "Most mid-market companies, however, cannot afford to hire several specialists to consult on their various legal needs. We can provide expertise in a variety of seemingly unrelated areas and place them in a mosaic that fits together."

Not surprisingly, this comprehensive approach has assured client loyalty. Corsaro has found that once businesses retain the firm, they are usually "clients for life" who understand his mission is to position their enterprises and families to survive the bad times and flourish in the good ones.



Joe Corsaro

"I think that's part of why our clients have stuck with us through these tough economic times," says Corsaro. "Their ability to successfully weather these storms is due in part to the advice they receive from us prior to the tough times. We are big advocates of improving cash flow by keeping their overhead and debt low."

- General Business Law
- Tax Planning / Transactional Taxation / Tax Controversies
- Human Resources / Employee Benefits
- Intellectual Property / Infringement
- Civil and Commercial Litigation
- Qualified and Non-Qualified Retirement Plans and ERISA Matters
- Real Estate
- Estate Planning / Family Wealth Preservation



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