

TAX PRACTICE

Meltzer, Lippe, Goldstein & Breitstone, LLP

Why do you need a Tax Lawyer?

The IRS is your silent partner in life and in business. Without the proper tax advice, you gamble the outcome. You've heard it said before - it's not what you make that matters, it's what you keep. Different legal structures can make a major difference in the amount of taxes you pay. That's why you need good tax counsel up front. The IRS should be paid their appropriate share. The keyword here is "appropriate". Without good tax advice, the IRS may get more than their appropriate share.

A business owner found a buyer willing to pay \$10 million for his company. That was the good news. The bad news was his accountant told him he would end up owing the IRS almost 50% in federal, state and local taxes. His heirs would ultimately pay an additional 50% in estate taxes leaving about 25% for his lifetime of efforts. The business owner came to Meltzer Lippe and we legally structured the transaction so the seller would net closer to 80% after taxes.

Why do you want a Meltzer Lippe Tax Lawyer?

You take the risk. You put in the sweat equity. We help you maximize your tax position. We asked our clients and those who refer us to their clients what makes us different and they told us.

Meltzer Lippe's tax lawyers do more than apply the tax code. They listen - really listen - to our objectives. They think strategically, search for answers, apply creativity and find innovations. They increase a client's net return without causing an assumption of inappropriate risk. They respect relationships that exist with our accountants, financial planners, insurance agents and other lawyers. They work as part of the team and they handle client relationships well.

You want a Meltzer Lippe Tax Lawyer because:

- We get results.
- We have the largest and most sophisticated tax law practice on Long Island. Most of the tax department's members have Masters Degrees, many with Masters of Laws in Taxation.
- We will be part of your team.



Our Tax Lawyers Help You:

- Minimize tax obligations and maximize net returns.
- Plan for the protection and distribution of your wealth.
- Structure corporate and business transactions strategically, creatively and effectively for owners, executives, shareholders, investors and their families.
- Negotiate and document executive compensation arrangements to your advantage and in compliance with tax laws.
- Enhance retirement income.
- Protect assets.
- Transfer wealth.
- Implement charitable giving strategies.
- Respond to challenges from the IRS.

We Represent:


- Closely Held Businesses
- Joint Ventures and Partnerships
- Public Corporations
- Real Estate Owners and Developers
- Individuals and Families
- Financial Planners
- Corporate Counsel
- Private Foundations and Public Charities - Domestic and International

We Provide Counsel On:

- Executive compensation
- Foreign investments in U.S. properties and businesses
- International trusts
- Off-Shore trusts
- U.S. business conducted in foreign jurisdictions
- Domestic and international mergers and acquisitions and joint ventures
- Estate and gift tax planning
- Income taxation of trusts and estates
- Tax audits, appeals and litigation

We Have a Special Real Estate Tax Practice.

We have developed a national reputation for proficiency in structuring complex real estate transactions including:

- Section 1031 exchanges
 - Section 1031 parking arrangements and tenancy in common offerings
 - Complex real estate joint ventures
 - Unique, tax "flavored" vehicles for investing in, developing and holding real estate
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THE MELTZER LIPPE TAX ADVANTAGE MEANS

We Will...

Think Creatively

An executive being paid a multi-million dollar bonus increased his net return substantially when we structured the arrangement as a partnership interest instead of compensation.

Advise Strategically

A client selling his business was able to simultaneously structure his estate plan to increase his net return and provide for the transfer of wealth to his heirs.

Apply Innovation

Using an innovative Section 1031 parking exchange, a client was able to achieve a tax free real estate exchange under a unique scenario.

Act Appropriately

Through the use of trusts, grantor trusts and other estate planning tools, clients achieve wealth transfers without inappropriate risk.

Improve your Net Return where possible

Our client, a well known Long Island executive received a substantial incentive based performance bonus because of the strength of our documents while another well known executive, who did not use our counsel, did not prevail under similar circumstances.

We Will Not...

Leave You Searching for Answers

Our focus is on helping you find a way to achieve your goals instead of identifying obstacles to your progress.

Inappropriately Increase Your Risk

Our tax advice is sound and effective. We help you minimize taxes without increasing your risk.

Be Constrained by the Usual

An insurance agent who wanted to create an unusual product was told it couldn't be done until he came to Meltzer Lippe. We got it done and this agent is now helping his clients realize significant financial returns.

Be Limited by the Past

Our Tax Practice thrives on finding innovative solutions and creative techniques.



Not all Tax Lawyers are the same. When you retain The Meltzer Lippe Tax Team...

You will be represented by a tax law specialist who knows the law and how to apply it.

There are more than 8,000 pages of Tax laws. Simply knowing the law is not enough for our clients who are sophisticated business owners and high net worth individuals who need complex business advice, estate planning, asset preservation and wealth management. Most Meltzer Lippe tax lawyers have, after graduating law school, obtained LLM's, an additional legal degree specialized in taxation and many teach at major universities as well.

You will make the most of our national reputation for innovation and sophistication.

Our clients tell us we lead the industry in finding novel, sophisticated and appropriate estate planning, asset protection and wealth management techniques. Our tax lawyers have been educated at the finest schools, trained at large New York City law firms and are involved in many of the region's most complex estate plans, corporate transactions and real estate deals.

You will improve your bottom line results.

It's not what you make that counts. It's what you keep. The Meltzer Lippe Tax Team works hard to maximize your net return with an appropriate level of risk. Our clients tell us we save them millions of dollars.

You will have a true team player on your side.

Our referral sources and clients say we respect their relationships with other advisers including accountants, insurance agents, financial planners and general counsel. We don't try to usurp, circumvent or thwart those relationships. We enhance them. The result for you is another player on your team, at your side.

You will benefit from our extensive experience with audits and controversies.

We have extensive experience representing clients before federal, state and local tax authorities in audits and controversies including in Tax Court. The knowledge we have obtained from representing clients on the front line in controversies makes us very savvy tax planners and advisors.



Long Island's Business Law Firm SM