

## **FIRM PROFILE**

We have been serving Orange, San Diego and Los Angeles Counties for nearly 25 years. We are one of the largest, fastest growing CPA firms in the nation. We currently have 9 partners and directors and approximately 20 staff, including approximately 15 CPAs.

At KMJ, we view ourselves as business advisors, rather than just accountants. By considering ourselves business advisors, we emphasize a client service philosophy that incorporates a thorough knowledge of our clients' business and industry, and the economy in general to assist our clients in their total business effort. We meet with our clients, and their professional service providers, on a regular basis, to discuss timely issues with an emphasis on proactive solutions. We function as business consultants to allow our clients the opportunity to discuss critical decisions, as well as provide a sounding board to other professionals who can facilitate the achievement of their corporate objectives. Being business advisors also means a commitment to bringing the total resources of KMJ to address our clients' concerns and problems. It means being creative, innovative and responsive. We believe KMJ offers all of these positive aspects of client service and more.

We are committed to providing quality client service that incorporates the fundamentals of accessibility, responsiveness and demonstrated expertise. The key members of our client service team are accessible to our clients on a full-time basis. We are responsive to our client needs and desires. We intend to build long-term substantive relationships and thus carefully select the members of our client service teams with unquestioned expertise and quality service skills. This assures the proper level of communication and understanding that often separates a firm that merely performs accounting and tax services from a firm like KMJ that provides true client service.

We bring a diversity of experience and technical expertise in accounting, auditing, international and domestic tax and estate planning and compliance services, internal control reviews and management consulting to our clients.

We provide the services offered by the Big 4 firms, however we provide our clients with a higher level of service at significantly lower fees. Our team of professionals has years of expertise in dealing with private and public companies, as well as not-for-profit organizations.

## **THE PRINCIPLES THAT GUIDE KMJ**

- **Honesty and Integrity** - adherence to moral and ethical principles. We have an obligation and responsibility to each client and to ourselves.
- **Dedication to Client Service** - acts of helpful activity. We are our clients' partner, their advisor. We build relationships not just business contacts.
- **Passion for Quality** - We do everything we can to deliver the best service.
- **Commitment To Personal Development** - We stress the importance of a work-life balance and are committed to giving our employees the necessary tools to learn about our clients' businesses, to understand their specific needs and provide specialized and knowledgeable advice.

## WHY IS KMJ THE RIGHT CHOICE

Our size enables us to effectively combine the very personal and attentive service you would expect of a smaller CPA firm with the depth of expertise on a range of accounting, tax, and business matters that you would expect from a larger CPA firm. Many of our partners and principals have spent time at international CPA firms. We were trained to perform audits of the very highest quality, and at KMJ, we do things the same way, but with the attention to outstanding service that you would expect from a firm of our size. Other attributes embodied at KMJ that make us the right choice for our clients:

- We are problem solvers. We share a zeal for helping our clients by working proactively with them, forming a mutually beneficial relationship that helps make the process smoother and more manageable. We look for and guide our clients around possible challenges in order to better serve them and better allocate resources.
- We are extremely strong on client service. We can make that statement because we regularly invite feedback from our clients on the services we have provided to them. We are committed to delivering the best service, including partner involvement and proactive counseling.
- We have an experienced staff. We commit significant resources to the proper training of our staff members.
- We communicate. Our clients regularly comment that they never had to wonder how things were going. We will keep you updated and never leave you in any doubt that the work will be completed as agreed. In the current accounting and regulatory environment, it is more important than ever to be informed on current events. We provide our clients with quarterly updates on the most current accounting and SEC rules and regulations.
- We respond timely. As part of our commitment to exceptional client service, our firm policy is to respond to client inquiries within 24 hours with emphasis on same day communication. Clients are provided with the engagement team's cell phone numbers so we are always there when needed.
- All decisions are made locally. Our partners and principals are very involved with all aspects of the engagement and are always accessible to our clients. Our firm is structured so that the "final" answer on technical issues is never more than a few offices away.
- Global resources. Our affiliation with two international networks with more than 220 firms operating out of nearly 400 offices in almost 90 countries assures our clients that we have the necessary resources to continue to meet and exceed our clients' expectations and needs.

