

**CORPORATE TAX ADVISORS
SERVING CLIENTS NATIONALLY**

**INTRODUCTION
TO THE FIRM**



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The Firm

- **Boutique law firm focused on tax matters**
- **Primarily involved in complex, specialty issues**
 - Credits, Incentives, Site Selection
 - Accounting Methods, Cost Segregation
 - FIN 48 Opinions
 - Controversy
 - Mergers and Acquisitions
 - Acceleration and Deferral Strategies



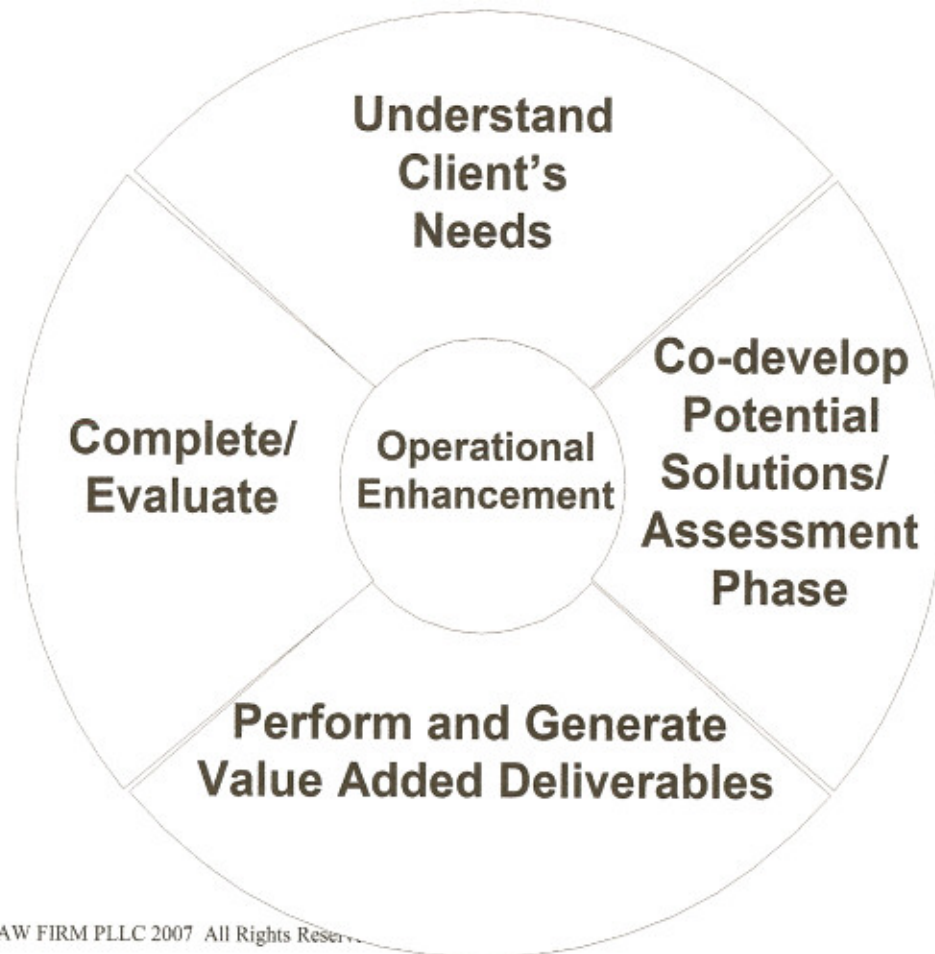
Firm Leadership

- Firm led by Jason Massie, CPA, Esq. - Managing Partner
- Former Partner-In-Charge of the National Tax Solutions practice of Duane Morris, an American Lawyer 100 Law Firm (600 lawyers in 22 offices)
- Held various positions with Ernst & Young and Arthur Andersen
 - Washington, D.C.
 - Memphis
 - Atlanta
- Former corporate lawyer
- 17 years of experience with tax controversy and planning



Firm Methodology

Attorney / Client Privilege	Experienced Project Management	Client Advocacy	Controversy Experience
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Firm Approach

- **Jason Massie acts as project manager for all matters**
- **Project advisors hired as needed to provide expert advice on a project**
 - Tax litigators
 - Engineers
 - Economists
 - Statisticians
 - Other specialty service providers



Firm Advantage

- **Clients assured of no turnover in service team**
- **Rates and hourly estimates of fees discussed before acceptance of engagement**
- **Services performed timely**
- **Cost effective**



Firm Approach

- **Work plans for engagements are all custom developed**
- **End result such as IRS review and approval of matter factor heavily into work plans**
- **More efficient use of client personnel**
- **Only experienced professionals utilized**



Benefits Obtained By Clients

- Attorney-client privilege for certain matters
- Phased work approach and billing
- Able to be creative with fee arrangements
- Responsive
- Willing to take matters to court
- Not limited to firm resources since we hire experts to assist us
- Personal service from experienced professionals



Representative Clients

- **Some Jason Massie clients over past 17 years:**
 - Transportation- FedEx, UPS, Yellow Corporation
 - Distribution- BlueLinx
 - Manufacturing- Eastman Chemical, IVAX Pharmaceuticals, International Paper, Georgia Pacific
 - Casino/Lodging- Harrah's Entertainment, Gaylord Entertainment, ResortQuest, Hilton Hotels
 - High Tech/Software- Discrete Wireless, Color Imaging, Alltel, Acxiom
 - Construction/Real Estate- Clark, Carr
 - Services- Randstad, GeoSyntec, CompuCredit
 - Healthcare- CareMedic



What Makes Us Different

- **We work directly for companies, but we also work as special counsel to other law firms and accounting firms**
 - Many service providers refer specialty work to us
 - We are not seen as a threat to your incumbent firm
- **We are in a position to utilize your people on a project if you want them to be involved**
 - We will develop work plan to include your team members
 - We will train them
- **We can also do turnkey work to the extent that is preferred**



Next Steps

- **Call or email Jason Massie for consultation**
 - 404-519-1232
 - jmmassie@massiefirm.com
- **All matters discussed are confidential**

