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## Drucker & Scaccetti, P.C.

### Comprehensive, Personalized Accounting and Tax Advice



Jane Scaccetti, CPA, MST, PFS

It's rare for an accounting and tax firm to take a proactive, holistic approach in the way it treats clients.

But for nearly 20 years, Philadelphia-based Drucker & Scaccetti (D&S) has built a reputation based on comprehensive, personalized client services, recognizing that people with significant personal wealth often find family and business issues mix together with complex tax implications.

In fact, a call to the firm is usually the first one a client makes when life's changes are looming. "You can fill in the blank. We get called when a client is getting married, getting a divorce, buying a home, buying a business or just filling out the tuition application for their kid's college," says Jane Scaccetti, the firm's co-founder. "Clients see us as an integral part of their lives when they're facing a financial or tax question."

The 50-member firm has carved out a unique niche in the accounting world with its customized tax, business and financial consulting. It also offers a litigation support practice that analyzes business transactions for outside lawyers. The firm's shareholders (right) are all CPAs, some are attorneys and most have master's in taxation degrees.

At D&S, it usually starts with the individual client. "In most of the accounting world, a company is the client. We seek a personal relationship that allows us to navigate the complexities of our clients' financial worlds," says Scaccetti. "We usually start with an individual relationship that then can lead to advising their business ventures, spouse, siblings or children."

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*"We pledge to our clients to listen, to think, to analyze and to communicate. We strive to provide services above expectations and to conduct ourselves with integrity, objectivity and respect."*

– Jane Scaccetti, co-founder, Drucker & Scaccetti

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An example of this approach is when Scaccetti began advising an individual over 15 years ago who was then the CEO of a corporate subsidiary. He asked for her advice when he purchased that subsidiary from the parent public company, and, later, when he was expanding the business across the country. "We helped structure the corporate entity and design the executive employment contracts and incentives. We prepared all the tax returns for the business and many of its executives. We were their advisor on profitability and cash flow. In fact, we recently helped that original client sell the business to a foreign public entity."

### Tax Warriors

The D&S organizational and fee structures help institutionalize its goal of providing advice tailored to each client. For example, its shareholder structure is similar to that of a law firm, instead of the more traditional pyramid system found in the accounting world.

"We assign two shareholders to each client. That way, a client's issues don't get lost or filtered down to people who have very little experience," Scaccetti says. "It allows us to handle complex matters more efficiently. I know of no other accounting firm structured in this fashion."



Standing, from left: Shareholders Ronald Beckman, Michael Donahue, Steven Braun, James McGrory, Diane DeCesare, Rosalind Sutch, Bruce Benjamin, Mark Sobel and Steven Rossman. Seated, from left: D&S Executive Committee Members Ronald Drucker, Jane Scaccetti and Robert Polans

Billing can be done as services are provided, or a retainer agreement can be set up, so clients don't have to worry that the meter is running every time they call for advice. "It allows clients to feel comfortable calling us. If we have frequent communication, we can ask the questions that allow us to meet their needs creatively."

The client advocacy approach is best summed up by the name for the D&S website: taxwarriors.com.

"We fight for our clients. We are on their side of the table," Scaccetti says. "We are the perfect fit for someone who values a trusted advisor relationship for both their business and personal objectives. Our clients understand the complexity of their financial and tax worlds and are looking for someone to help them work through it."



**Drucker & Scaccetti, P.C.**

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