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# THE MGI-NA COMMUNIQUÉ BULLETIN

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## *Success Story—SantosPostal and Braver*

SantosPostal has been the Washington, DC member firm of MGI since 2006. One of SantosPostal's niches is privately held real estate investment companies. Occasionally their partners become investors in privately held ventures. This precludes the Firm from issuing audit and review reports on the financial statements for these clients. One such client entered into a line of credit arrangement that required an annual reviewed financial statement. Rather than lose the client to a competitor, SantosPostal contacted Patrick Riley at Braver, the MGI member firm in Boston. Braver also has a real estate practice. At SantosPostal's request, a team from Braver performed the review. The client was impressed with how seamless the process worked, and how similar the quality of personnel and services were between the two firms.

A few months later, Braver was assisting a client located in Baltimore with a consulting assignment. Braver's client needed ongoing accounting assistance during the winding down phase of the company's operations. Braver referred the client to SantosPostal since they had staff in close proximity to the company. SantosPostal provided ongoing accounting services without any interruptions. The client was impressed with the quality of SantosPostal's work, and with Braver's ability to provide a cost effective solution.

## *Success Story—SantosPostal and Appelrouth Farah & Company (AF)*

SantosPostal was preparing an estate tax return for a client who had a very unusual interest in a real investment partnership located in Florida. We needed to find an appraiser that had a good knowledge of real estate and valuation issues related to partnerships. SantosPostal contacted Ed Sach at AF, the MGI member firm in Miami. Ed designed a way to perform the valuation in a cost effective manner that provided significant value to our client. The client not only appreciated this unique capability but was impressed how the quality and performance of AF was so similar to the services they were receiving from SantosPostal. They were also impressed by SantosPostal's access to national accounting and tax resources.