

Successful members share their story

## Newly joined MGI North America member and New York City-based firm Hoberman & Lesser CPAs, LLP is already experiencing the value of belonging to the international accountancy network MGI Worldwide, thanks to a UK-client referral that has quickly taken off.

Being part of an international accountancy network can help many clients from a wide variety of business sectors to set up, grow and improve their businesses – wherever they operate, locally, nationally and internationally.

Whether a client is a multi-national group, small or medium sized entrepreneurial business or a start-up expanding overseas and entering a new market, an understanding of the local economy and business environment is essential and this is one of the many occasions where belonging to the MGI Worldwide network can prove to be extremely valuable.

### UK-client referral leads to extremely positive experience

Within the first few weeks of joining the worldwide network, New York City-based firm Hoberman & Lesser CPAs, LLP a full-service firm that brings more than 80 years experience in supporting the tax, audit, accounting and management advisory needs of a broad cross section of businesses, received a UK-client referral from MGI UK & Ireland and long-standing member of almost 40 years, Rickard Luckin Limited.

The client, a UK-leader in catering display and serving solutions that is trusted by the top food producers, contract caterers and chefs across the world, required assistance with the expansion of their business into the United States and Director, Ian Plunkett from the UK-based firm sought the expertise of Managing Partner, Robert Hoberman at Hoberman & Lesser in New York City.

Ian says, "Our client set up a new venture in the United States and we were asked to find an accountant to act for them and recommended Robert Hoberman from Hoberman & Lesser.

Ian continues, "We were extremely pleased with the quick response from Robert and the support the firm was able to give. It is also a great help to us, in our relationship with the client, that through MGI Worldwide we were able to give them access to good advice and support on this first venture in the United States."

### A successful transatlantic collaboration

Senior tax manager at the New York-City based firm, Joseph Hirsch also offered assistance and between them, Robert and Joseph helped to prepare the firm for its move to the US, assisting its bookkeeper in adjusting its accounts ahead of a working trial balance and answering questions concerning the registration of sales tax in the US.



*"This is the first time that we have worked with another international MGI member firm and the experience has been extremely positive. We look forward to continuing our relationship with the client and to helping ensure a smooth transition to the US market."*

Robert Hoberman, Managing Partner of MGI North America member firm Hoberman & Lesser CPAs, LLP, USA



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Ian Plunkett, Director of MGI UK & Ireland member firm Rickard Luckin Limited., UK

#### MGI Member Firms involved

Hoberman & Lesser CPAs, LLP

Rickard Luckin Limited.

RINA accountancy corporation



Member Case Study from MGI Worldwide

Hoberman & Lesser also helped by preparing federal, state and local tax returns for the catering client, advising on the offering of customary employee fringe benefits and assisting with the preparation of New York State Sales Tax Registration and Bulk Sales Tax filing, and with selecting and setting up with both a full-service payroll company and general insurance broker.

In addition, the New York-based firm worked closely with attorneys and other professionals associated with the catering company where needed.

Robert also reached out through the MGI Worldwide network for guidance on various international tax issues so they could be confident that they were passing on the best advice, consulting with Tom Neff of California-based member firm RINA accountancy corporation. This further demonstrates the value of belonging to a global accountancy network, as it provides firms with access to a wide range of expertise and resources both state-wide in the United States and globally.

Hoberman & Lesser are planning to continue consulting with the client when needed on general business matters, tax planning and financial planning to help it ensure a smooth transition to the US market as well as successfully complying with all of their New York State and Federal reporting obligations.

### Advice to fellow members

Robert offered some valuable advice to fellow MGI Worldwide member firms who are looking to get involved in international collaborations, emphasizing the importance of being attentive to the client.

"Make sure you're discussing your client's needs and objectives thoroughly to ensure you can provide them with the level of service that they require," he advised.

MGI North America Regional Director, Joe Tarrasco was delighted to welcome Robert at the North America regional conference in Scottsdale, Arizona, USA and at the flagship Global AGM and 70 year anniversary celebratory event in Frankfurt, Germany where Robert had plenty of opportunity to meet and interact with his MGI colleagues from all over the world.

MGI Worldwide is a top 20 ranked global accounting network with some 5,000 independent auditors, accountants and tax experts in over 260 locations around the world.

### Thank you to MGI Worldwide member firms:



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Hoberman & Lesser CPAS, LLP is a full-service accountancy firm and member of MGI North America located in New York City, USA.



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Rickard Luckin Limited, is a long-standing member of MGI UK & Ireland having been members of the network for almost 40 years and with office locations in Southend-On-Sea, Basildon, Chelmsford and the wider London Area, UK.



### Get in touch

Do you have a Member Case Study that you would like to share? Contact [maxine.brock@mgiworld.com](mailto:maxine.brock@mgiworld.com)  
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