

## **Sheldon G. Halterman, CPA (MD & IL)**

### **Summary**

Accounting professional with a CPA and MS Tax and over 26 years experience in consulting to closely held businesses and their owners.

### **Professional Experience**

**Halterman CPA Group, Ltd.,** Northbrook & Gurnee, Illinois

January 2006-Present

*President and shareholder*

Full service tax and accounting firm servicing the middle market. We provide a variety of clients with strategic tax planning, compliance, advocacy before taxing authorities and advisory services for both business and individuals. We are personal advisors and tax strategists to high net worth individuals. We also specialize in the design, establishment and administration of various retirement and employee benefit plans. The firm's client base extends from coast to coast.

**Financial Reporting Services, LLC,** Northbrook, Illinois

May 2008-Present

*Managing Member*

A Certified Public Accounting Firm that provides audit, review and compilation services to wide range of industries including ERISA/Retirement plans.

**McGladrey (formerly RSM McGladrey, American Express Tax & Business Services & Berger, Goldstein & Company),** Deerfield, Illinois

February 1998 to December, 2005

McGladrey is the 5th largest accounting firm in the United States.

*Managing Director*

- In charge of client services for a wide number and variety of clients across many business groups.
- Developed own block of business and managed block of business for others.
- Member of several leadership committees including marketing functions.
- Champion of the Deerfield office Rings of Recognition employee achievement program leading to national recognition.
- Managed and supervised teams of employees to service clients.
- Developed collaborative relationships with Chicago, Baltimore and Phoenix TBS offices.
- Change agent for operational process improvement for merged offices for preparation of tax returns.
- Conduct seminars for annual client conference as well as community groups.
- Coordinate the completion and provide final firm review of filings for Pension and Employee Benefits Plans to the Internal Revenue Service, Pension Benefit Guaranty Corporation and Department of Labor including Form 5500's.
- Assist clients with ERISA, COBRA and HIPAA compliance.

- Identify Pension Plans to maximize employer and employee satisfaction.
- Formulate tax saving strategies for high net worth individual and corporate clients.
- Supervise the preparation and provide final firm review of partnership, corporate and individual income tax returns.
- Research complex tax issues and provide creative problem solutions.
- Present seminars for staff on tax matters including "tax tid bits" for entire Chicago region.
- Prepare advisories used by entire firm on tax topics.
- Develop, train and evaluate professional staff including being a mentor for staff.

Other positions held: Senior Manager and Manager

**McGladrey (formerly American Express Tax & Business Services & Wolpoff & Company, LLP),**  
Baltimore, Maryland. February 1989 to January 1998

Wolpoff was listed in Accounting Today magazine (1997) as one of the 100 largest certified public accounting firms in the US and whose client focus is closely held businesses throughout the mid-Atlantic region.

*Manager:* Responsibilities similar to that at McGladrey, Deerfield, IL.

- Created and developed consulting practice in Pension and Employee Benefits; saved \$120,000 for an automobile sales organization by negotiating health insurance renewal.
- Conducted search and selection process of third party vendors for client's benefit administration
- In-house resource on Employee Benefits and Pension Plans.
- Employee benefit program design and administration.
- Evaluated third party vendor administration performance.
- Contributor to client newsletter on benefit and taxation issues.
- Extensive knowledge of the taxation of employee benefits.
- Represented clients before the Internal Revenue Service including audits and negotiating dramatic liability reductions through the use of Offer In Compromise.
- Developed and present management letter comments that increase efficiency and result in cost savings to the client.
- Planed engagements, negotiated fees and prepared client billings.

Other positions held; Staff, Senior and Supervisor Accountant

**Crown Life Insurance Company, Alexandria, Virginia.** November 1986 to February 1989  
Former subsidiary of Canadian based international insurance company specializing in group insurance plans for employers with 100+ lives.

*Group Major Account Underwriter*

- Designed self-insurance plans including Administrative Services Only plans with Stop Loss Insurance coverages.
- Analyzed and priced financial risk of prospective and existing group insurance policies, including life, accidental death and dismemberment, medical, short and long term disability.
- Evaluated existing company benefits and assisted sales force in evaluation of competitive offers.
- Regulated and approved sales of prospective and renewal policies for U.S. and Puerto Rico offices.
- United Way Drive Chairman, 1988. Pledges increased by 25% over previous year.

**EDUCATION**

**The American University**, Washington, D.C.  
Master of Science in Taxation, August 1997.

**University of Maryland-UC**, Adelphi, Maryland  
Bachelor of Science in Accounting, May 1989.

**Southern Illinois University**, Carbondale, Illinois  
Bachelor of Science in Business Economics, May 1986.

**AFFILIATIONS AND AWARDS**

Member: American Institute of Certified Public Accountants

Member: Illinois Association of Certified Public Accountants

Current Past President, member of the Board of Directors and former Secretary: Lindenhurst-Lake Villa Chamber of Commerce, March 2003 - Present

President, Trustee and former Clerk of the Lindenhurst Sanitary District, May 2004 - present

Trustee and member of the Board of Directors: Millburn Congregational United Church of Christ, January 2003 - December 2005

President: Heritage Trails Homeowner's Association, February 2000 - May 2003.

Life Member: Southern Illinois University Alumni Association

**Star Performer Award 2001** for spearheading a process improvement team to streamline procedures of merged offices.

**Star Performer Award 2000** for successfully implementing and championing the Rings of Recognition Program an employee recognition program.

**Crowning Touch Award 1988.** Presented for consistent superior performance, leadership by example, and for innovations that improved quality of service to clients.

**COMPUTER SKILLS**

Proficient in Microsoft Windows, Word, Excel, ProFx and Profx tax preparation software.

**REFERENCES**

Available upon request.