



Publications

"BEST PRACTICES FOR SUCCESSFUL FEE COLLECTION," PICPA

Jonathan Ziss, partner with Goldberg Segalla and chair of the firm's Management and Professional Liability group, discusses how CPAs can avoid fee-related malpractice claims. In "Best Practices for Successful Fee Collection," Jonathan provides tips and gives examples on how to enhance collection efforts.

"The best way to avoid a collection problem in the first place is to ensure good communication. This includes communicating your billing and collection policies in your engagement letter, including stop-work and disengagement provisions," Jonathan said.

Jonathan devotes much of his practice to the representation of professionals, including accountants, attorneys, bankers, design professionals, insurance agents/brokers, directors and officers, and fiduciaries, in administrative and civil proceedings. He is widely respected for his experience representing accountants and accounting firms, including in negligence matters and lawsuits brought by former clients, purchasers or sellers in disputes arising out of business combinations, banks and lenders, creditors in bankruptcy and bankruptcy trustees and other affiliated professionals. In addition, Jonathan is frequently called upon to represent accountants in investigations by federal, state, and local authorities, including the Internal Revenue Service, the FBI, and the Department of Labor, as well as investigations by bankruptcy trustees and creditors' committees.

Read the full article:

"Best Practices for Successful Fee Collection," *PICPA*, May 30, 2019

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