


 BARRY
SCHOSID

Janover LLC

Barry Schosid is a director at Janover, a mid-sized accounting firm with offices in Garden City and New York City, where, in addition to serving clients, he is involved with marketing, new business and business development. Prior to joining Janover, he worked at Goldstein Golub Kessler and American Express Tax and Business Services.

Schosid enjoys and embraces the challenges, opportunities and fast-paced and changing business environment that his career has offered him. He collaborates with colleagues in providing tax, accounting, consulting and attest services to real estate owners and managers, custom home and commercial builders, and the hospitality industry. His work places an emphasis on helping clients seize opportunities to grow and sustain their business.

Schosid brings attention to the significance and objectives of succession planning for closely held and family-owned businesses. He also offers guidance and tax planning for high-net-

worth individuals who have experienced a life-changing event, and he lends stability to emerging entrepreneurs. Schosid offers support, supervision and management of federal and state audits for businesses and individuals. Throughout his career, it is Schosid's long-standing relationship with clients that attests to a career built on integrity and respect.

Outside of work, Schosid's life is his family. Barry takes pride in his wife's accomplishments as well as the accomplishments of his immediate and extended family and friends. The time spent with them is never enough. He also spends his free time enjoying the outdoors and nature.

Schosid received his Bachelor of Business Administration in accounting from CUNY-Queens College. He is a member of the American Institute of Certified Public Accountants and the New York State Society of Certified Public Accountants. He supports many local charities including the NYSSCPA Nassau Chapter's Ellen Gordon CPAs 4(a): Cause 5K Run/Walk to End Hunger.



 Asset Enhancement
Solutions, LLC

 NEIL
SEIDEN

Neil A. Seiden is the principal of Asset Enhancement Solutions (AES), a financial advisory firm that provides both investment banking and consulting services to companies considering important transactions such as raising capital, selling a company or acquiring a company. AES and its strategic partners have sold a number of middle market companies on Long Island and are currently working with a number of Long Island companies on the sale of their businesses. Services

include turnaround consulting, expense reduction and financial management consulting.

Seiden has successfully arranged over \$400 million in financing for his clients since AES was established in 2003. This financing has allowed his Long Island clients to continue to employ hundreds of people.

Seiden's diversified experience of three years in public accounting with KPMG and 15 years as both a controller and CFO of middle-market companies soundly prepared him for one of the roles that he now plays as an advocate for challenged businesses.

For the past 13 years, Seiden has helped Long Island businesses of various sizes and in various industries obtain the necessary financing they require in order to either survive or grow. These companies were unable to raise capital from traditional commercial banks for a variety of reasons including losses, low or negative net worth, tax issues, industry, the principals' background, etc. Lenders shun many businesses because of the reasons noted above.

Seiden's motto is "beauty is in the eyes of the beholder." He works closely with many lenders and investors who specialize in providing capital to companies with both unfavorable and positive challenges such as satisfying opportunities for rapid growth and expansion. AES works with public

companies, middle market companies and small businesses in most industries and geographic areas.

Seiden is periodically quoted in the New York Times, Newsday and Long Island Business News, and he is a frequent panelist at symposiums focused on financing. He is the Long Island chapter president of the Turnaround Management Association, a past president of the Institute of Management Accountants' Long Island chapter and on the Long Island committee of the Association for Corporate Growth. He has served on the Business Advisory Committee of the Ronald McDonald House of Long Island and the Community Development Corp. of Long Island, where he was instrumental in helping these organizations fundraise.

During the aftermath of Hurricane Sandy, Seiden felt he had to do something to help the community. He created a team that researched and consolidated information regarding disaster relief loans so that the business community could benefit from this valuable information. AES created a Disaster Relief Financing Guide that included financing programs offered by commercial banks, credit unions and government agencies. Various online business publications provided links to this guide during the weeks and months following Hurricane Sandy.