

Member Highlight

Please see the interview below and if you haven't met Jerry yet, make a point of introducing yourself at the next meeting! New Members bring greater diversity to our network of financial professionals and more opportunities for collaboration! Invite a professional you respect to join you at an upcoming program. Information and registration available at www.sfsptwincities.org

Meet New Member Jerry Faletti



Name: Gerald (Jerry) M. Faletti

Professional Designations:
CPA

Where did you grow up?
LaSalle, Illinois

Where did you go to college?
St John's University (SJU),
Collegeville, MN

Where did you get your

professional training? I have been employed at LSS since graduating from SJU.

Contact Information:

Gerald (Jerry) M. Faletti , CPA
Lethert, Skwira, Schultz & Co. LLP (LSS)
170 East 7th Place
St Paul, MN 55101
Phone 651.265.2022
Fax 651.265.2008
Email jerry@lss-cpas.com
Website www.lss-cpas.com

Share some information about your practice/firm: I work with closely held family businesses in the areas of tax, accounting, auditing, valuation and management services. We continue to offer bookkeeping and payroll services, which many CPA firms no longer provide.

What do you specialize in? Primarily tax and working with the small business owner; also, audits of multi-employer pension plans.

What kind of clients/customers do you like to work with? Any small business owner or an individual whose tax situation has grown complex.

How do you get new clients? Two thirds of our new clients come from existing client referrals; the other one-third come from attorneys, bankers, financial advisors and other network sources.

How has your business changed over the years? We have seen the audit side of our business become less, with the tax side increasing. As my clients and I age, I am providing more services in the areas of estate taxes, trust administration and trust taxes.

What are your current professional concerns/challenges? With the tax side of our practice growing more than the accounting and audit side, more and more work is being compressed into a short period of time ("tax season"); maintaining competence in several areas of practice.

What is something we wouldn't know about you that you would like to share? I enjoy singing and playing the guitar at St. Rita's Church in Cottage Grove, MN.

How about family? Wife Kathy of 41years; 6 children, 15 grandchildren and all of us live in Cottage Grove, MN!

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Any hobbies? Outdoor activities, primarily golf, biking, swimming.

How were you introduced to FSP? Through an existing member (Jon Kennedy).

Why did you become a member? I was impressed with the people I met in the few meetings I attended as a guest.

How can being a member of FSP help you in your practice? Expanding my base of network contacts so that I continue to have a “stable” of qualified professionals to whom I can refer my clients.

What benefits do you use most often from your FSP Membership? At the present time my experience has been limited to the attendance of monthly meetings, which I have found informative.

Thanks Jerry!

We look forward to your participation in FSP-Twin Cities!

Membership Co-chairs,

Marlys Schmitt, CPCU

m.schmitt@paragongoc.com

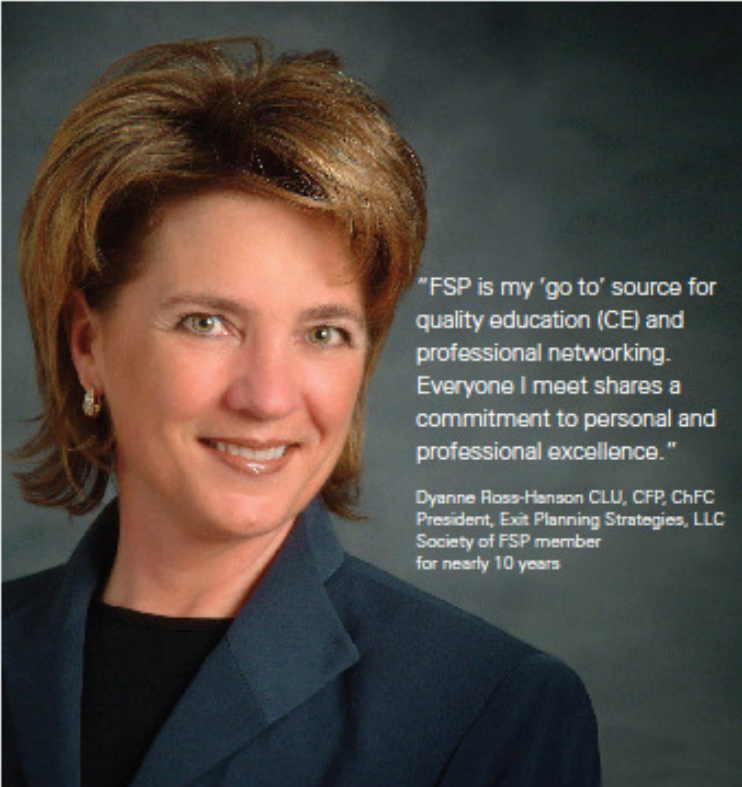
651.319.0009

**Ron Lutes, CFP®, CLU, ChFC,
CASL, CAP, LUTCF**

ron.lutes@thrivent.com

612.655.0611

Members of FSP may invite potential members to attend a program as a *first-time guest* - free! Register a guest online at: www.sfsptwincities.org Monthly program links are at the website home page upper left corner.




"FSP is my 'go to' source for quality education (CE) and professional networking. Everyone I meet shares a commitment to personal and professional excellence."

Dyanne Ross-Hanson CLU, CFP, ChFC
President, Exit Planning Strategies, LLC
Society of FSP member for nearly 10 years

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