

# THE ANNUAL TAX CONFERENCE 2016

## TAX PRACTICE:- A CASE FOR SYNERGY WITH THE LEGAL PROFESSION

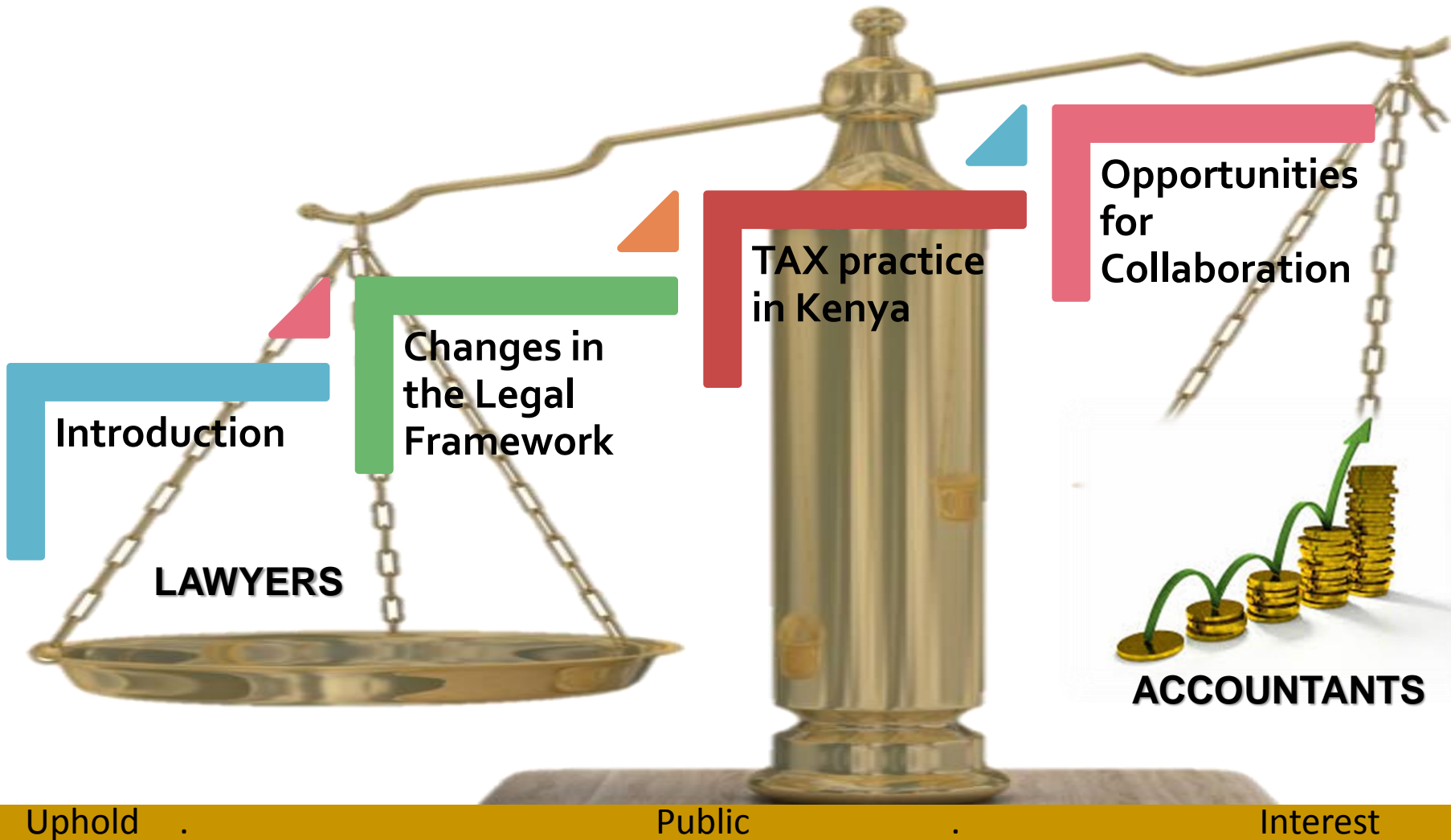
*by*

*CPA Dr. Patrick Ngumi, PhD*

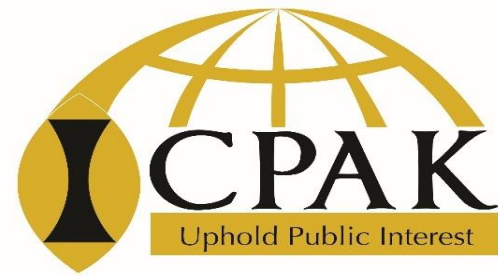
*Chief Executive -ICPAK*

THURSDAY, SEPTEMBER 22<sup>ND</sup>, 2016  
@PRIDE INN PARADISE, Shanzu Mombasa

# OUTLINE



# Introduction



Can one  
profession stand  
on its own feet?

I find that  
networking with  
attorneys is one of  
those few win-win  
opportunities for  
both of us," *Steven J.  
Elliott, tax director  
at Schwartz & Co,  
LLP.* " speaking on  
clients referrals on  
both sides.

# INTRODUCTION

- ❑ Arguments on where to draw the line between the accountant and the lawyer as regard to tax practice is a live discussion over the years.
- ❑ However, what is required is not 'drawing' of the line but 'erasing' of the line so as to draw the maximum teamwork between the two professions.

# INTRODUCTION

- ❑ Effective tax practice calls for a synergy between the accountancy and the legal profession.
- ❑ A Synergy that will facilitate more professional harmony and contribution to the growth of tax practice.

# INTRODUCTION

Can the following cases be determined without collaboration of the two professions?



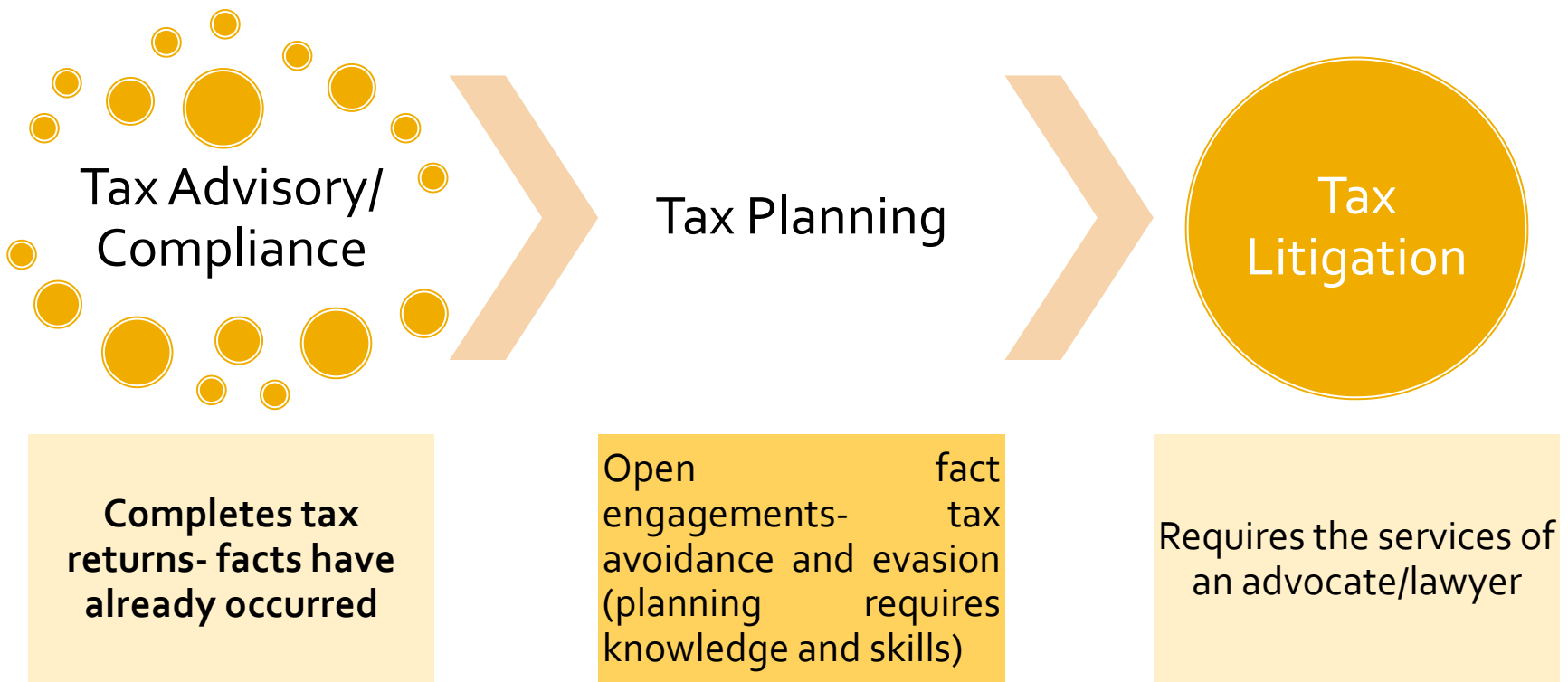
Receivership &  
liquidation of  
Companies?

Tax disputes?



# TAX PRACTICE

Involves overly: Advisory, Planning /pre-litigation and litigation



# CASE FOR SYNERGY

Tax accountants and tax lawyers bring different skills to the table. Cooperation between the two professions is frequently essential if the client is to receive a high-quality output

## Accountants

Knowledge of accounting principles; they Possess detailed knowledge of the client's accounts, what the client is doing, and what the numbers mean and where they come from

Able to identify tax-planning opportunities, because they regularly visit the client's premises for a number of reasons, including the completion of annual financial statements and to "sign off" on tax provisions

## Lawyers

Lawyers have expertise in drafting

Knowledge and ability in legal principles and rules of evidence

Able to produce the necessary paperwork to document a tax plan

# CASE FOR SYNERGY CONT..

Involvement of accountants in projects on issues including business structures, capital allowances, VAT and capital gains tax is crucial to maximising tax efficiency from the outset

Locally and internationally, lawyers and accountants work in separate businesses but under a single umbrella and brand

It's all about offering the client more. Working together reduces the chance of limited or blinkered advice and enhances the likelihood of the client growing and achieving their personal and corporate goals

**THERE IS A CLEAR CASE AND JUSTIFICATION FOR  
WIN –WIN- SCENARIO**

# THE FUTURE....

- WHAT DO YOU THINK IS THE TAX PRACTICE OF THE FUTURE?

How do you think it would it look like?

# CONCLUSION-

## Accountants vs. Lawyers: A Pointless Debate



A smart **lawyer** can keep a killer out of jail,  
a smart **accountant** can keep a thief from ...

- If a an ex-lawyer and ex-accountant start a debate over which profession was more god-awful, Who will win the conversation?

# CONCLUSION

- The Tax profession can continue to offer challenging and rewarding careers for many accountants and lawyers
- the responsibilities attached to the practice of tax are not going to become any less onerous.
- **Divided we fall, united we stand!**

# Thank You!

