

Naden/Lean, LLC Turns Fifty

Back in 1956, when Paul Naden, CPA, JD started Naden and Associates in his basement, he could hardly have imagined where those humble beginnings would take him and his firm. Now, fifty years later, Naden/Lean, LLC is one of the most respected accounting firms in the Mid-Atlantic region.

Known for its vast experience in the healthcare community, Naden/Lean has expanded into the Non-Profit arena (with a particular focus on those serving the developmentally disabled), equestrian industries, sub-contractors, and due to their longevity in the market, they have been guiding their clients and others through the business succession planning process.

Many of the nine partners in the firm started with Naden/Lean, some even as college interns. Most came for the experience of working for an independent public accounting firm, but stayed because of the life style oriented business and dedication to accounting excellence.

One of the unique differences about Naden/Lean is that the partners aren't solely compensated relative to their "books" of business. Although atypical in professional service firms, this leads to clients being matched up with partners whose skill sets most closely match that client's needs. It isn't uncommon to have more than one partner working on a client's account. Sharing resources and knowledge is the heart of who Naden/Lean is.

Another earmark of Naden/Lean's service is their inherent focus on the long-term success of their clients. Throughout the year, Naden/Lean's advisors keep their clients on a carefully plotted course aimed at reaching their business and personal goals. While most accounting firms are concerned solely with putting numbers in boxes, Naden/Lean recognizes that their success is closely tied to the success of their clients.

Dr. Scott Finlay, DDS, FAGD sums up his feelings about the services he has received from the Dental Services division. "I've depended on Tim Lott and the Naden/Lean Dental Services team to manage and grow my practice for over fifteen years. He's been instrumental in helping me evaluate opportunities and strategize to reach the potential of my dental practice. Tim's experience with associate relationships has been invaluable. It's nice to have a business advisor who is competent and skilled in his profession – beyond the nuts and bolts of accounting and tax."

Whether new clients are referred by an existing client, an association, state agency or happen to see an advertisement, they can be assured that Naden/Lean will take their goals and dreams into consideration as they provide the guidance and advice needed to reach those goals.

The next fifty years promise to be as exciting as the first fifty. The next generation of insightful and talented partners has earned solid reputations in their areas of practice ensuring the long-term success of the firm.

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