

Dominique Molina, CPA

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President

National Network of Tax Planning Specialists

President and founder of non-profit organization which administers tax planning designation. Author, speaker and educator, talents include development of tax planning curriculum and educational programs, instruction through live and web-based classes designed to help tax business owners expand their businesses through a tax planning specialty.

Former Managing partner of public accounting firm with over \$500,000 of gross revenues. Services included income tax planning and preparation, accounting, contract CFO and tax consulting, strategic planning, taxpayer representation in Federal and State matters, and expert witness testimony in legal proceedings. Member of the American Institute for Certified Public Accountants, California Society of CPA's, and a variety of charitable organizations.

Leadership Experience

The American Institute of Certified Tax Planners, San Diego, CA 2009 to Present
www.certifiedtaxplanners.org

President

The American Institute of Certified Tax Planners is the world's only nonprofit organization representing the tax planning profession. AICTP members are specialists in tax planning. Membership is available to those who become certified as Tax Planners, earning this designation. The AICTP trains and certifies tax professionals in the specialty of proactive tax planning. It also ensures the quality of the designation by upholding a strict code of conduct among its members. Notable accomplishments include:

- **Development of group live and online tax-planning curriculum** for tax professionals
- **Creation of templates and tools** for tax planners to use in developing their business
- **Writes and publishes** monthly print newsletter
- **Host monthly member phone call tele-seminars** on technical and marketing topics
- **Hosted over 500 live classes** and conference events
- **Written and published 8 books**, including 6 best-sellers
- **Regularly appears on television, radio, and print media** as expert in tax planning
- **Developed 3 customized software solutions** for the tax field

Professional Accounting Experience

AccountOnIt, LLP, San Diego, CA (www.AccountOnItCPA.com)

2003 to 2009

Managing Partner

Certified Public Accounting firm providing audit, tax and accounting consulting services to small to mid-size closely held businesses in San Diego and other US and foreign geographic locations. Clients include:

Wholesale Sales
Retail Sales
Hospitality
Manufacturing
Publishing
Law Firms

Construction
Medical Practices
Not for Profits
Service Industry
Real Estate Development
Property Management

- **Business Development** - Recruit new clients meeting our client minimum criteria through professional and personal relationships and website referrals. Prepare service proposals, meet with potential clients to assess needs, evaluate client's liability potential and firm's ability to meet needs of client.
- **Business Process & Procedures** - Developed procedures to manage projects and engagement status as well as client expectations. Track due dates and profitability of projects.
- **Team Building & Leadership**. Turnover of accounting staff is 100% each year for the seasonal tax work. Recruit and train new accounting staff yearly to handle the preparation of tax returns and bookkeeping.
- **Financial Analysis and Cash Flow Management** – Created outsourcing program to effectively reduce staffing costs by 30%. Developed firm retainer policy to increase cash flow by 50% at beginning of engagements and implemented progress billings to provide for matching of services with revenues.

NATION, SMITH, HERMES, DIAMOND, San Diego, CA
(www.nshd.com)

2000 - 2003

Largest certified public accounting firm in San Diego outside of the Big 4 providing a full range of professional services to growing public and private companies

Senior Tax Associate

Supervised tax associates on project and time management. Trained and developed staff. Built a team-centered client service team.

- **Management of Client Issues** – Monitored client issues related to compliance services and maintained a consistently high quality tax solution.
 - **Tax Project Management** – Monitored engagement status and profitability and addressed client expectations.
 - **Team Building & Leadership** - Devised an internal staff-training program for continuing education. Organized scope of training content, developed materials, facilitated discussion groups.
 - **Team Recruitment** – Helped design firm recruitment program to recruit and retain high quality staff associates.
 - **Technology Implementation** – Designed and implemented firm’s “paperless work environment.” Created procedures for electronic review of work papers and source documents as well as integration of software components.
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Segue Capital, Inc., San Diego, CA

Privately held wealth management firm and 4 of its affiliates which managed over \$300 million in assets)

1998 to 2000

Controller

Recruited by the CEO during a period of rapid growth, diversification and transition. Given full autonomy for finance and accounting including strategic and capital planning, budgeting, P&L analysis, cash management, banking, insurance, contracts, and employee benefit plans. Coordinated and represented with state regulatory agency audits.

- **Financial Systems Design** - Developed accounting procedures and prepared financial statements prepared under GAAP utilized in complex negotiations and critical relationships with suppliers, clients, auditors, bankers and investors.
 - **Financial Reporting and Internal Control** –Analyzed and prepared company revenues, documents, and expense reports. Identified areas for expense reduction resulting in increased profits and cash flow.
 - **Business Relationship Management.** Worked with vendors, IRS, state auditors and others to improve transfer of financial information.
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Education, Credentials, & Awards

- **BS - Accountancy**, San Diego State University – 1999
- **MS – Law**, Thomas Jefferson School of Law - 2019
- **Certified Public Accountant** – 2002
- **Certified Tax Strategist** - 2009
- **SBA Financial Services Champion of the Year** - 2014
- **Top 40 Most Influential Accountants– CPA Practice Advisor Magazine** - 2014
- **Women's Emerging Leader Award– California Society of CPA's** - 2012

