

# OHIO WOMEN IN BUSINESS

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## Nelson & Nelson CPAs, Inc. *Firm 'Family' Extends to Clients, Community*

“Our mission is to count — to count in the lives of our clients and our employees, to count in our community.”

It is fair to say that putting people first is paramount for Sally Nelson, founding partner of Nelson & Nelson CPAs, Inc. Certainly, Nelson’s 35-year professional accounting career attests to her knack for numbers, but she believes her success is better measured by client satisfaction. Little wonder, then, why Nelson’s firm — an all-female accounting team that took root at her kitchen table back in 1985 — is considered a pillar of the Mount Vernon community and a wholly unique entity among loyal, longtime clients and employees.



From left: Betsy Hayes, CPA; Founding Partner Sally Nelson, CPA; Evelyn Lee, CPA

with the next generation while recognizing each individual’s unique contributions. We are proud that we’ve managed to attract, and keep, very talented people on a long-term basis.”

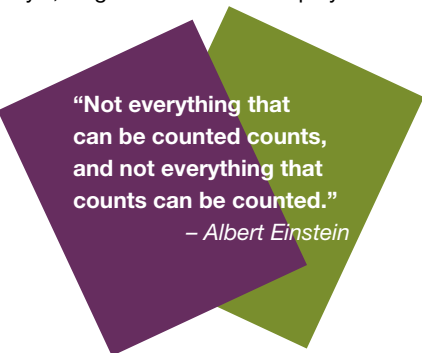
### Community Remains Vital

Nelson & Nelson is quite active in the non-profit community — a responsibility it takes very seriously. The firm is one of six community partners for Food for the Hungry, a volunteer-driven organization whose annual food drive

serves Knox County’s neediest families. Nelson & Nelson donates administrative and accounting services necessary to make the drive run smoothly.

The firm also works with local schools with career day fairs and student mentoring. Generally, a college intern or two will work in the office during the peak tax season months to gain a hands-on perspective of real-world accounting.

“We are based in a small town. We care deeply about our community, and we are committed to giving back. It matters to us that we are making a difference; we want to count.”



be invited to be part of a client’s financial team. We enjoy helping businesses beat the odds and grow and thrive. For me, it doesn’t get any better than that.”

### Employees Ever Committed

Nelson & Nelson’s commitment to its employees’ well-being is mirrored by its accountants’ commitment to the firm. It is a strong bond — “our own in-house family,” as Nelson puts it — built upon mutual affinity, respect, trust and understanding. The firm’s employees also enjoy ongoing training and mentoring, an on-site exercise room and flexible schedules — perks that help account for Nelson & Nelson’s outstanding work environment.

“Our current accountants have an average of 17 years’ experience with our firm,” Nelson says. “What makes a good firm, in my mind, is sharing our collective wisdom



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### Clients Stay True

Nelson & Nelson’s clients include individual taxpayers, trusts and estates as well as all manner of businesses and non-profit organizations. Fast food restaurant owners, farmers, contractors, condominium associations, realtors and writers — all have come to regard the firm as a valued business partner and its individual accountants as friends. Even when clients move away, many retain Nelson & Nelson’s services. In fact, the firm currently handles tax returns for clients in over 40 U.S. states and several countries.

“Clients do stay with us,” Nelson says. “We still serve clients from our earliest days as a firm. It is an honor to



1684 Venture Drive, Suite B | Mount Vernon, OH 43050  
740-397-0779 | [www.nelson-nelson.net](http://www.nelson-nelson.net)