



Income Recovery

HUREWITZ
AND COMPANY
COMPLIANCE AUDITORS



*The most trust-worthy extension of
your business that you can imagine*

Income Recovery: Overview

So that your client doesn't leave money on the table



Who We Assist:

- Business Managers
- Attorneys
- Agents
- Managers
- Entertainers
- Estates

Income Recovery Services:

A) Identifying Unpaid Monies Owed: Reviewing your clients' income from existing agreements and identifying unpaid monies due to your client, and then contacting the third-party payers for payment

B) Commission Auditing: Identifying unpaid commissions that you and other client representatives may be owed

C) Handling the Details: Providing you with back-end support to reduce the exposure to items falling through the cracks

A) Identifying Unpaid Monies Owed



It is the most meaningful and practical way to identify unpaid amounts, short of an audit

- Reviewing Client's Agreements
- Obtaining G/L details from Business Manager
- Identifying unpaid advances, installments, deferrals, royalty or participation payments
- Liaise with third-parties and facilitate resolution
- Performing "Desk Audits"

As the first step, we review the Client's agreements with third-parties (e.g., Studios, Music Companies, licensees) that have licensed rights from the Client. We review the Client's general ledger details kept by the business manager to determine if the contractual installments, advances, royalties & profit participations or other payments that were due have been paid to the Client.

We'll determine which deals are good candidates for a "desk audit." If authorized, we'll perform "desk audits" of the amounts reported on the face of the royalty/participation statements to identify errors and additional amounts owed.

When we identify a third party that owes monies and/or statements, we provide a draft of a letter and relevant documentation to go to the third party. If authorized, we contact the third party directly to resolve.

B) Commission Auditing



Our professionals can ensure that commissions, often difficult to track, are properly paid to all representatives



A Client's income is often received by different representatives – Business Manager, Agent, Attorney, a joint-venture partner, etc. This makes income tracking and commission tracking more difficult for the Client's representatives. We review income and audit commissions to determine if you and other representatives are owed "missed" commissions, possibly for income received by other representatives.

We determine whether the correct commissions have all been paid and calculate amounts owed.

C) Handling the Details



By teaming up with Hurewitz And Company you minimize costs and overhead, while we help increase revenue

- Analyze royalty/participation statements when received
- Prepare “Objection” Notices to third-parties
- Track expirations and Toll Audit Rights
- Perform Audits or “desk audits”

With any Client team, responsibilities can fall through the cracks, especially because some don't fit clearly into any one representative's day-to-day role. For example, who is responsible for:

- Performing cursory reviews of the royalty/participation statements when they are received on a annual or semi-annual basis
- Sending in the formal notice to “object” to the royalty/participation statements
- Tolling the expiration of rights to contest and sue

Is it the Attorney? Business Manager?

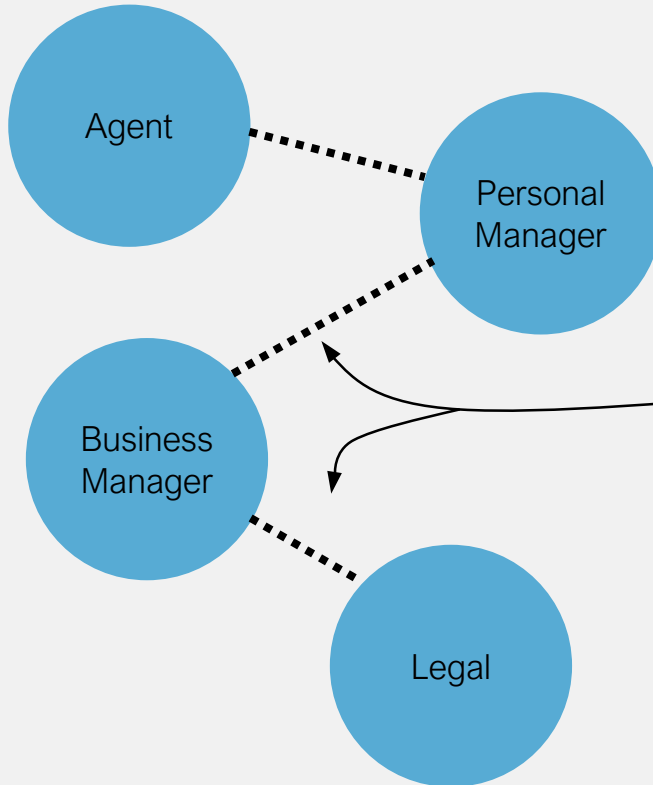
Sending “objection” notices and tolling the expiration of rights is important to be able to contest mistakes before it's too late. If not tracked, these expire before underpayments are identified. We prepare “objection” notices for you to send. We track the expiration of these rights so clients don't miss out on getting unpaid monies.

As an outsourced service – our team will collaborate with your team and provide back-end support on an on-going basis as an independent resource to help make sure objection notices, tolling agreements, statement reviews and other important items don't fall through the cracks.

C) Handling the Details



We've got your back



A client's representatives are inter-connected. Hurewitz And Company fills in gaps in representatives' responsibilities

Hurewitz And Company Clients



Past or Current Clients Include:

Music

- Snoop Dogg
- Prince
- 'Weird Al' Yankovic

Film/TV

- Bill Nye
- Jane Fonda
- The Jack Lemmon Estate
- The Natalie Wood Estate
- Shirley MacLaine
- The Estate of Tony Curtis

Other

- State of California (Oil/Gas royalties)



About the President



Matthew Hurewitz, CPA

President

Matthew has about 27 years of experience in Royalty and Participation Compliance Auditing. The audit and litigation forensic work, in which Matthew has been involved, uncovered more than \$50 million in claims. Matthew is the owner of Hurewitz And Company which finds unpaid monies in:

- Film/TV
- Music
- Licensing
- Branding
- New Media
- Oil & Gas
- Live Entertainment
- Patents
- Other

Matthew's been an auditor for about 30 years, at firms like Ernst & Young, Gelfand et al, Wolinsky Becker & Hurewitz, and has had his own firms since 2009.

Matthew received his B.S. in Accounting at USC in 1989 and his CPA license in 1992. He has spoken to various professional organizations and on radio. Currently, he is a member of the AIMP, AICPA, California Society of CPAs, BHBA and NARAS.

Contact

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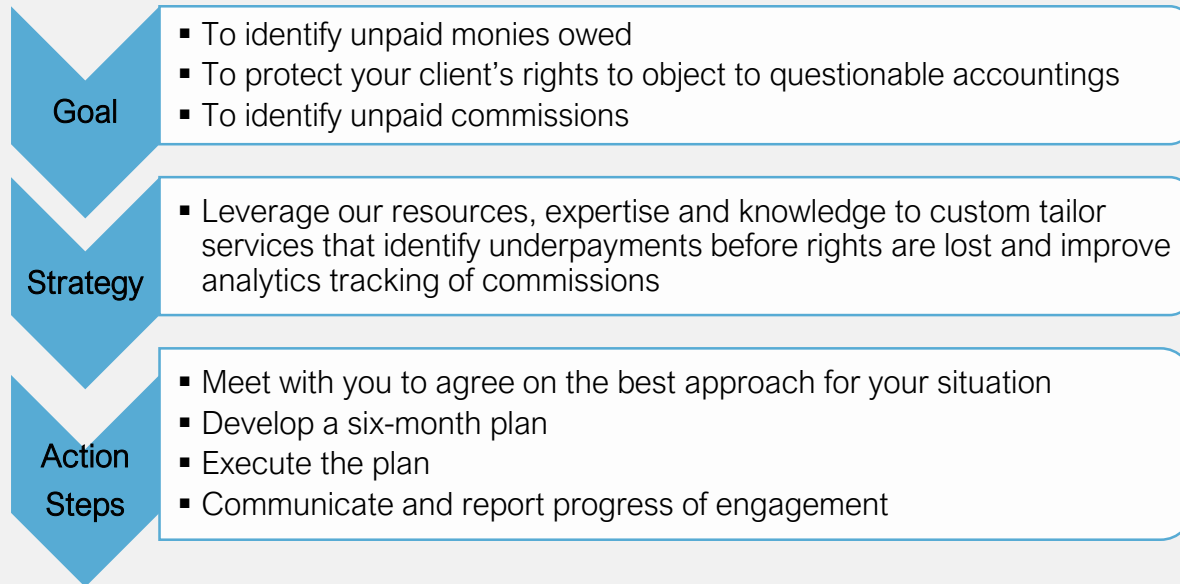
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Plan & Pricing



We have the expertise to help make sure you and your clients aren't leaving money on the table, with custom tailored services.



Price

- Flexible. Fees are hourly and rates vary by auditor level. Fees are dependent on the complexity of a client's business and transactions, and the services you request.