



***ROBERT A. STEINBERG, ESQ.***  
***(Accounting and Taxation)***



Mr. Steinberg's mediation practice focuses on business-related cases. He is known for his technical legal expertise, his innovative solutions to difficult business disputes, and his insight into parties' motivations.

Mr. Steinberg holds a Masters of Laws degree in Taxation from New York University. He has practiced tax law for over twenty years, with specific experience and expertise in corporate, partnership, and foreign taxation, ERISA, and state taxation of multi-jurisdictional entities. He also has extensive property, sales and use tax experience.

- Public company claimed former owner of purchased subsidiary breached his financial and accounting warranties. Former owner cross-claimed for breaches of lease and employment agreement.
- Board of Equalization assessed sales tax against bakery, claiming baked goods were intended to be consumed on premises.
- Foreign company sought tax refund from California Franchise Tax Board. Issue involved proper apportionment of California franchise tax liability in view of substantial fluctuations in the currency exchange rate during the relevant tax years.
- Corporation sought refund from County of Los Angeles involving the apportionment of gross receipts inside and outside the County.
- Major accounting firm advised limited liability company to become taxable as corporation in advance of its sale. Advice cost client as much as \$20,000,000 in reduced purchase price because of adverse tax consequences of decision.
- Pension firm client sued claiming firm misled him as to the permissible amount of his annual contributions.

### **CAREER HIGHLIGHTS**

- Mr. Steinberg has successfully resolved hundreds of mediated cases. In his twenty-five year career as a corporate, securities and tax lawyer and as a litigator, Mr. Steinberg handled billions of dollars in transactions and obtained tens of millions of dollars in tax refunds.
- As partner-in-charge of the Los Angeles office of an international law firm, Mr. Steinberg increased annual distributable income per partner by more than \$300,000 in fewer than four years.
- 150 of Mr. Steinberg's partners honored him with an award for "Outstanding Teamwork and Collegiality."
- Mr. Steinberg has extensive experience with multinational and multicultural matters.

Mr. Steinberg has published more than fifty articles and presented more than thirty seminars on settlement advocacy, case evaluation, negotiation strategy and tactics, and mediation. He received his undergraduate degree from the University of Michigan (Honors in English), his law degree from Duke University, and his Masters of Law (in Taxation) degree from New York University.