

CORPORATE SOLUTIONS MEMBER PAGE

Corporate Solutions Group is an alliance of service providers that promote new business development, transaction advice, and corporate benefit guidance for small and middle-market companies in the metro-NY area. We are comprised of client-facing advisors in numerous industries and view ourselves as partners with our clients to promote business activity and best-practice strategies. We encourage interaction between the members of our organization, and the clients that we represent, to foster the entrepreneurial spirit. Our aim is to make doing more business - easier.

Marla M. Chachere is a Health Care Consultant and Account Executive with Atlantic Health Plan.

Ms. Chachere brings 15 years of experience in Human Resources Management and Benefits Administration to Atlantic, utilizing her expertise in creating small group plans and sole proprietor plans. Atlantic is a licensed health insurance provider in the State of New York. Our main distinguishing feature is that we are the only **member owned** and operated health insurance company that serves New York City. Atlantic's mission is to re-establish the patient doctor relationship and to make health care affordable for everyone. Providing services to all people, our focus is on small businesses, sole proprietors and 1099 individuals. We pride ourselves on offering self-employed individuals the same rates as businesses with up to fifty employees. Marla can be reached at 646-372-1177 or via e-mail at mchachere@atlantichip.com.

Barry R. Cohen is the President of Cohen Partners LLC, with over 40 years experience. We are an independent insurance firm with offices in New York and Philadelphia. We are involved in all insurance for business and personal needs.

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Karen M. El-Mersalli is the President of Connectivity Services, Inc., Voice & Data, IT & Security Infrastructure.

For their 11 years based in NYC, Connectivity Services, Inc. (CSI) has been providing "turn-key" solutions for clients looking to relocate, expand, or restructure their phones, computer network or security infrastructures. All Major Providers as well as system equipment manufacturers are represented so we can provide objective advice based on expert knowledge and avoiding costly consultants or aggressive Sales Reps. Call for analysis: 212-689-8121, e-mail info@ConnectivityServices.com.

Robin L. Fisher is a Commercial Real Estate Advisor and recent recipient of the Real Estate Board of New York's Best Promoting Commercial Subrecipient of the Year Award. Ms. Fisher specializes in the broad representation of financial services, legal, consumer, and business consulting firms, as well as domestic and international non-profit organizations. She also advises retail portfolio operators on strategies for local and domestic asset optimization. She integrates the depth of Newmark Knight Frank's full service global platform to help solve the complex real estate and operational issues affecting corporate organizations throughout the country. Robin can be reached at 212-371-2660 or via e-mail at rlfisher@newmarkllp.com.

Marie C. Flavin, Esq., Vice President and Northeast Regional Manager of Investment Property Exchange Services, Inc. (IPX), is a member of the New York and Connecticut Bars, and has been practicing real estate law since 1992. Marie has been specializing in 1831 exchanges with IPX since 1999. In her position as Northeast Regional Manager of Investment Property Exchange Services, Marie frequently lectures and writes articles on IRC § 1031 tax-deferred exchanges. Marie teaches Continuing Legal Education and Continuing Professional Education to Attorneys and CPAs. Marie is an adjunct professor at the University of New Haven where she teaches Business Law. Marie received her B.A. from St. John's University and her J.D. from St. John's School of Law in 1992. Marie can be reached at 914-684-0740 or via e-mail at mflavin@ipx.com.

All Mirji is Vice President and a Senior Business Development Officer at Citibank's Commercial Banking Group. Active in the Middle Market Space, All works with a wide variety of companies, ranging from trade, service, and manufacturing businesses with revenues up to \$150 million that are primarily privately owned. In addition to being credit trained at Cit, All holds his Investment Licenses for Series 7, and 63, and he is active in numerous networking forums within the New York business community. Recently, he has been asked to lead a Citibank-wide program targeting Indian owned businesses under the umbrella of the "One-Cit India Initiative". All is a graduate of Yeshiva College, having graduated with BA Honors degree with double major in Economics and Political Science. All can be reached at 212-697-4375 or via e-mail at all.mirji@cit.com.

Ananta Nalaye is the Business Development Manager for S & H North America an international IT consulting and Systems Integration services provider founded in 1990 with offices in France, Switzerland, India and recently the United States. Ananta can be reached at 917-490-0971 or via e-mail Ananta.nalaye@sh.com

Christopher Talbot is the New York City Region Marketing Consultant for Coaklevin, LLC a national survey coordinating firm which provides land surveys for multi-city/multi-state commercial land transactions. Coaklevin provides a unique business model for the land survey coordination industry: personal consultancy. Clients maintain direct contact with the two Principals who apply their 35 years of combined expertise to analyze each transaction to estimate unnecessary expense, tailoring the survey requirements to meet the needs of the specific transaction. Chris is a graduate of Vanderbilt University and the BMJ School of Law, and is a member of the Texas and New York State Bars. Prior to joining Coaklevin, Chris worked as a commercial real-estate attorney for over 20 years with such firms as the Trammell Crow Company (then the world's largest developer), as well as some of the most prominent law firms in Manhattan such as Skadden & Sterling, Latham & Watkins, and Cadwalader, Wickersham & Taft, primarily helping to complete large multi-state transactions. He has also worked extensively for the National Business Unit of the Chicago Title Company, New York City office. Chris can be reached at 917-553-0970 or via e-mail at Chris@coaklevin.com.

Michael W. Truscold, CFP is a First Vice President-Wealth Management for Morgan Stanley Smith Barney in New York City. He is responsible for advising wealthy families and small businesses with their asset management, philanthropic, planning, and intergenerational wealth transfer strategies. He integrates the depth of Morgan Stanley Smith Barney's capabilities and talent to help solve complex family planning issues. He earned the distinguished Certified Financial Planner® designation which encompasses rigorous academics, extensive technical skills and practical experience to help address the complicated issues facing today's affluent families. His duties include total-wealth management design, investment allocation, capital markets research and trading, offshore trust development for non-U.S. residents, restricted stock and specialized transactions, trade execution and performance appraisals. His extensive knowledge in alternative investments and their role in the asset allocation process is an integral part of our practice. Michael is also registered with the NFA, Planners Association as a Financial Advisor. Michael can be reached at 212-600-6160, e-mail: michael.w.truscold@smithbarney.com, website: www.fis.smithbarney.com/fintruscold

Maria F. Varano is a Vice President in the New York City office of Chicago Title. Ms. Varano has fourteen years of experience in the sale and marketing of title insurance both in the New York market and nationally. Along with being a proud member of the Corporate Solutions group, Ms. Varano is also a Member of the FCA, Mortgage Bankers Association and YBMA. Based in the New York office, Ms. Varano is responsible for commercial originations throughout the country. Working on a national level, he and his staff have vast experience in the pricing of complex multi-site transactions and coordinating all phases in facilitating product output. Clients tend to include law firms, commercial developers, hospitals, HMO's, lenders, institutional investors along with various power and utilities companies. Maria can be reached at 212-699-1328 or via e-mail at Varano@fca.com.

Hindy WILLIAMS currently serves as the Director of Business Development for **IA Interior Architects**, an international architectural design firm specializing in corporate interiors. She brings with her over 15 years experience collaborating with the real estate, design and construction industries. Hindy works closely with the principals of IA Interior Architects to create and implement strategic sales & marketing practices, establishing & maintaining client relationships and actively participating in related industry events & organizations to ensure a high level of visibility for the firm. As the first architectural firm dedicated exclusively to the practice of interiors, IA provides strategic planning, portfolio optimization, architecture and design services for companies both domestically and abroad. With 114 offices in the U.S., London and Tokyo, IA has the ability deploy resources quickly and efficiently wherever our clients' needs may arise. Hindy can be reached at 312-672-0261 or via e-mail at ahindy.williams@interiorarchitects.com.