

→ Coming off the strikes of 2023, the cutback in production and other global forces whipping not only showbiz but also the global economy, business managers have proven their worth for their clients. “We are prioritizing financial literacy and education for our clients,” says Adeptus Advisors’ David Nelson. “By empowering clients with knowledge and understanding, we aim to foster informed decision-making. This shift towards education enables individuals to take control of their financial futures.” This is a key component of their work. *Variety* honors these pros Nov. 19 — as well as Business Manager honoree Matt Lichtenberg of Level Four — at our Business Managers Elite breakfast presented by City National Bank.



#### Reggie Gooden

Co-founder and managing partner

#### Josh Martin

Co-founder and tax partner

#### Kymberli Hall

Business manager

**360 Business Management**

Their firm reps Cedric the Entertainer, author/journalist Diana Nyad, Grammy nominee Cory Henry, actor/singer Sofia Boutella, Mekai Curtis (starring in “Power Book III: Raising Kanan”) and YouTube influencer CashNasty. Based in Los Angeles, Gooden and Martin work at an outfit noted for handling film, TV and music talent; digital influencers; talent managers; and corporate brands. Gooden recently became a licensed Investment Advisor Representative, which allows him to guide clients deeper into securities investing matters. Hall, who joined in 2023, enhanced the firm’s branding and developed business, driving a 60% increase in new business, in part by

## All Accounted For As global forces whip the entertainment industry, these business managers hold steady for their clients

By Karen Idelson, Todd Longwell, Robert Marich, Geoff Mayfield



Jay Ellis, here with Alison Brie in “Somebody I Used to Know,” gets his financial advice from Belva Anakwenze.

focusing on artists from underserved backgrounds. Elsewhere, the firm recently augmented accounting and financial services for entertainment executives and corporate brands. “The rapidly evolving conversation around AI automation has become increasingly loud,” says Gooden. “It’s caused us to take a serious look at AI

as it could greatly improve efficiency and client service. Similar technological changes may also allow us to better communicate with our team and clients and thus making everyone’s lives easier!”



#### Belva Anakwenze

Principal and business manager

**Abacus Financial Business Management**

Hannibal Buress, Jay Ellis, Kevin Frazier and Nischelle Turner are clients that weigh in as Hollywood and news talent. The Los Angeles-based Anakwenze reps film

and TV writers, producers, directors and actors; music talent; and executives. Taking a barometer reading of the work climate, Anakwenze observes, “Business is still slow for everyone in the industry.” Her mantra is telling clients to prepare in advance for inevitable dry spells. “This includes diversifying income streams through voice-over work, content creation and teaching opportunities; maintaining an enhanced 12-18 month emergency fund; restructuring payment schedules from pre-strike work; reducing non-essential expenses; and exploring tax-advantaged investments,” Anakwenze says. As for day-to-day interactions with their business managers, clients want “real-time collaboration, 24/7 accessibility and instant updates through digital channels,” she says.

● **“The rapidly evolving conversation around AI automation has become increasingly loud.”**

Reggie Gooden



### David Levin

Managing director, David Levin Business Management, a division of Adeptus Advisors

### Ellis Beber

Partner, business management, David Levin Business Management, a division of Adeptus Advisors

### Michael Nelson

Partner, business management, David Levin Business Management, a division of Adeptus Advisors

### Allison Krant

Senior director, business management  
**Adeptus Advisors**

The foursome's clients include many music industry talents: John Legend, the Black Crowes, Journey, Madison Beer, Hailey Bieber, BoyWithUke, Lake Street Dive, Estelle, Wyclef Jean, Justine Skye and Saleka. Others are Edie Falco, Chrissy Teigen and fashion designer Nicole Miller. Levin is responsible for managing chores, besides handling his own clients, who come from media and entertainment. Beber gets satisfaction hearing music from his clients in movie and commercial syncs and those who came aboard as teenagers eventually signing with recording labels. Beber's clients range from emerging talents to legacy rock bands. Nelson works for clients coming from entertainment, sports and related industries. Krant handles composers, recording artists, concert tours and producers, other entertainers, professional athletes and other creatives. Krant also advises on asset acquisitions and business growth plans. "We are prioritizing financial literacy and education for our clients," says Nelson. "By empowering clients with knowledge and understanding, we aim to foster informed decision-making. This shift towards education enables individuals to take control of their financial futures." The four are based in New York.



### David Altman

Managing partner

### Anthony Bonsignore

Managing partner

### Steven Pregiato

Managing partner

**Altman, Greenfield & Selvaggi**

Altman clients include Donald Glover, as well as "Game of Thrones" showrunners David Benioff and D.B. Weiss. Bonsignore handles Noah Baumbach, Sterling K. Brown, Greta Gerwig, David Harbour and Dakota Johnson. Though the duo is a continent apart — Altman is based in Los Angeles, and Bonsignore works in New York — their practices are similar. N.Y.-based Pregiator handles top names in entertainment such as Peter Dinklage, Christina Ricci, Lee Pace and John Turturro. "In good times, I have always tried to stress to clients to keep their spending in check," says Altman. "The less you spend, the more you can save for your goals for a possible rainy day." After last year's two strikes and contraction in once-booming content creation, the rainy day has arrived. "There have been more conversations about how to stretch available funds and, in worst-case scenarios, making possible life changes," Altman adds.



"Game of Thrones" showrunners David Benioff and D.B. Weiss use Altman.



### Craig Manzino

Partner-in-charge, business management and family offices services

### Jason Zayon

Partner-in-charge, business management and family offices services



### Rob Abramowitz

Partners, business management and family offices services

### Catherine Catherine

Partners, business management and family offices services

### Samuel Levin

Partners, business management and family offices services

### Marc Rosen

Partners, business management and family offices services

### Armanino

Manzino and Zayon work with entertainers, particularly influencers and content creators, and Zayon has a focus on up-and-comers and the younger-generation content creators. Abramowitz leads the sports practice, so he concentrates on athletes. Catherine and Levin specialize in work for production companies. Rosen is a certified financial planner, and his clientele includes high-net-worth individuals and figures in the tech industry. Manzino and Rosen are based in New York; Zayon, Abramowitz and Catherine in Los Angeles; and Levin in Woodland Hills. Manzino says that industry turbulence is fact of life to be tackled head-on. "Whether it's COVID or a double strike, one thing is certain: there will always be a 'rainy day,'" Manzino explains. "During COVID, music and Broadway faced major setbacks, while during the WGA and SAG-AFTRA strikes, those industries held strong, and influencers continued to thrive through both. With this in mind, having a diverse range of revenue streams prepares you to weather the next storm."

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### Evan Bell

Managing partner

### Liza De Leon

Business management partner

### Yifan Yang

Financial statement & tax partner

**Bell and Co.**

Clients of the trio include filmmakers Cary Joji Fukunaga and Steven Soderbergh; angel investor Hanna Bronfman; vlogger Erik Conover; Carmen Cuba and comedian Andrew Santino. Bell is responsible for managing the firm, bringing in new business, and is directly involved with clients. De Leon manages the business management platform and advises clients on financial matters and family questions. Yang oversees the preparation of financial statements and answers tax questions, whether foreign or domestic. The trio, which is based in New York City, is funneling more client funds into steady Treasury Bills due to higher yields from recent interest-rate hikes, enabling reduced exposure in risk assets. "We have seen geographical location for clients becoming less and less important," says Bell. "We've had four clients in just the last year



Bell and Co. client Steven Soderbergh's latest film is "Presence."

move — and we believe the political climate and deterioration of quality of life in big cities played a major role — to establish residency in London.

We've also had clients relocating their homes to different parts of the country knowing that they can work wherever the filming is done."



**Steve Bills**

Partner



**Julie Krimstein**

Partner

**Alec Stoll**

Partner



**Peter Stoll**

Partner

**Bills & Stoll**

The quartet, including father and son Peter and Alec Stoll, is based in Encino. They, along with Bills and-

Krimstein, shoulder similar work practices. Their clients are actors, writers, directors, producers and influencers. Over the years, those clients have won Oscars, Emmys, BAFTA Awards, Kids' Choice Awards, CableACEs, Image Awards and kudos at film festivals. Other clients are high-net-worth individuals not associated with the entertainment industry. Several clients have more than one partner on their individual team. As greybeards, Bills and Peter Stoll are akin to de facto senior partners. The firm's modus operandi calls for clients to get an analysis for achieving both short- and long-term goals. "As part of this process, we work closely with their investment advisors and estate attorneys to put together long-term plans," says Peter Stoll. "This gives our clients a broader overview of their financial lives and reinforces the understanding that short-term fluctuations in

*"We're all part of the same melody,  
and together we can create something beautiful".*

— JONI MITCHELL

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market conditions should not dictate investment decisions, since long term plans incorporate so many variables.”



**John Shaheen**

Partner  
Business Wealth & Tax Management

The Los Angeles-based Shaheen reps Burna Boy, Jared Leto, M.k.gee, Rico Nasty and Gibson Hazard. For personal finance strategies, Shaheen advocates “diversity is fundamental” as a cushion for dips in Hollywood’s turbulent employment climate. “In recent years, given the uptick in interest rates,” Shaheen says, “we

●  
“The best thing money does is it give you the ability to make choices. Without it, the choices will be made for you.” **Brandon Chapnick**

have been working more closely with investment advisors to balance client investment portfolios between fixed income, equities and alternative investments like special purpose vehicles, venture capital, fine art and real estate. Still, in my opinion, the best investment a client can make is in themselves” via their careers. And clients are increasingly mobile. “With respect to tax planning and strategy, some clients have moved out of California and New York to states or territories with no state income tax,” he adds.



**Brandon Chapnick**

Partner  
**Keith Smukler**  
Partner  
Chapnick, Smukler & Chapnick

The firm of the duo has specialties in multi-family and commercial real estate as well as multi-generational

wealth and education. Chapnick and Smukler rep multiple Academy Award, Emmy, Golden Globe and Tony winners and nominees, as well as also founders and partners in talent, management and public relations firms. Their clients count on the discretion of the firm. Having choices is important for clients. “The best thing money does is it gives you the ability to make choices,” says Chapnick. “Without it, the choices will be made for you. Regardless of the most recent strikes or the ongoing consolidation within the industry, there are always going to be economic factors that are out of our control. The key to surviving them is to manage your risk, spend below your ability and invest in diversified portfolio of assets. The goal is to build assets so that you will eventually have enough passive income that allows you to be immune from any outside forces or events.”

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**STEVEN SHAPIRO**  
**JAMES NAGEL**

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YOUR PROUD SUMMIT BUSINESS MANAGEMENT TEAM.

**“I have found that the extra time has given [clients] different areas to focus their creativity.”** Brandy L. Davis



**Brandy L. Davis**  
Owner, founder  
Davis Financial Group

Questions on crypto as an investment, contemplating a move to another state and the higher interest rates making fix-instrument investments suddenly attractive “are pretty much normal for most clients,” says Davis. Her practice

spans film and TV figures, influencers, athletes, media executives and some high-net-worth individuals in other sectors. The Woodland Hills-based Davis observes that some of her clients are getting entrepreneurial outside of the Hollywood bubble. “I have had several [clients] get creative in ways to find new revenue opportunities,” she says. “Many are starting new businesses in industries that they are interested in — crypto, automotive, and real estate. I have found that the extra time has given them different areas to focus their creativity, and they have really enjoyed it.”



**Pat Dunn**  
Partner

**Mark Pariser**  
Partner

**Tony Peyrot**  
Managing partner  
Dunn, Pariser and Peyrot

Dunn works with clients including actor Randall Park, and has taken companies public and managed businesses. Pariser handles producer Matthew Tolmach (“Spi-



derman” and “Venom” movies), writer/producer Danny Smith and musician/actor Justin Furstenfeld. Pariser has extensive experience working complex tax and financing strategies for high-net-worth individuals, and also independent labels and film financiers. Peyrot’s clients include actors Giancarlo Esposito and Taylour Paige; writer/director Ally Pankiw (“Black Mirror”); and DJ Shadow. “The production slowdown does necessitate more frequent conversations with clients,” Pariser says. Elsewhere, “I now discourage clients from making cannabis investments. The legal weed market has too much uncertainty, and I feel the space is too risky to invest in at this time. Some of my clients who have the entrepreneurial spirit have started other businesses. One of my clients invested in and co-created a fragrance line. It launched recently and is well on its way to profitability.”

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**DAVID GARELICK**  
**PETER GARELICK**

named in Variety’s Business Managers Elite.

We wish to thank our loyal clients who have trusted our team with their financial and life goals for over 60 years.

Global is so grateful for its dedicated staff whose unparalleled service, hard work and professionalism has been the cornerstone of our success.

**CONGRATULATIONS**  
to all the Business Manager honorees this year!

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**Sally Velazquez**

Partner/Business Manager

Empower Business Management

Velazquez's clients include 21 Savage, Caresha "Yung Miami," Iann Dior, JetsonMade and Tinashe as well as other musicians and songwriters. She also handles social media influencers and entertainers. For music, "touring strategies also remain a key area for my firm, especially post-pandemic, as we are investing in new tools assisting us in optimizing tour profitability," Velazquez says. Looking on the investment side, "I've been emphasizing strategic diversification for my clients," Velazquez says. Dividend-paying investments are favored and also "investments in emerging technologies such as AI, as they are opening new cost-savings techniques and income streams." As a personal aside, Velazquez adds that artificial intelligence technology "still blows my mind!" Her boutique firm is based in Los Angeles and Velazquez is the founder.


**Paul Barnabee**

Director, West Coast operations

**Julie Boos**

Owner, vice chairman, VP

**David Boyer**

Owner, VP

**Jamie Cheek**

Owner, VP

**Duane Clark**

President, chairman, owner

**Carmen Romano**

Owner, VP

FBMM

FBMM makes its music focus explicit on the landing page for its web site, which is dominated by an image of a



man holding an electric guitar. With offices in Nashville, New York and Los Angeles, the latter of which opened in 2020, the firm offers tour and merchandising support, royalty accounting, tax planning and other services to a roster of artists that reportedly includes Eric Church, Kelly Clarkson, Luke Combs, Kesha, Kings of Leon, Blake Shelton and Keith Urban. "We all have country artists, we all have pop artists, we have rock, and we all take shared leadership roles in the firm," says Nashville-based Boos. "You had so many fantastic crew people leaving the business for other jobs during the pandemic that there were less of the best of them when artists came back, and it's been hard to replace even four years later," says Cheek.


**Christopher Curry**

Founding partner

Forward Business Management

Curry is likely the only business manager working today — or in history, for that matter — who holds

both a B.A. in psychology and a masters in business taxation and did an eight-year stint as an in-house attorney at a major label (Universal Music Group). His clients include voice actors Rino Romano, Grey Griffin and Tara Strong, actor Holt McCallany, director Anya Adams, Latin music artist Carla Morrison, TV writer/producer Mary Leah Sutton, digital influencer Caleb Simpson, Kartel Music Group, hip hop duo the Audibles and singer/songwriter/producer Johan Lenox. "There are smaller artists getting 100,000 to five million streams, and there's no money in that," he says. "You really need to be getting 100 million streams to start making enough money to really make things happen."


**Andrew Meyer**

Business manager and founding partner

**Steve Rodriguez**

Business manager and founding partner

Freemark Financial

Meyer and Rodriguez met as co-workers at an accounting firm in 1996 and bonded over their shared nights-and-weekends work ethic. Today, Meyer has a client roster that includes "Wicked" director Jon M. Chu and actors Adam Driver, Steven Yeun, Kathryn Hahn, Ellen Pompeo, Vince Vaughn and Yahya Abdul-Mateen II, while Rodriguez's list boasts cinematographers Greig Fraser ("Dune" and "Dune: Part 2") and Hoyte van Hoytema ("Oppenheimer"), Accenture Song CEO David Droga, the production shingle Smuggler and ad agency Mojo Supermarket. Rodriguez says the keys to success are putting the influx of funds into other assets, while working on building another catalog and not making any dramatic alterations to one's spending habits. "Of course, when you see such a large influx of cash, you have to enjoy it a bit as well, so there is consistently a 'splurge,' but we really stress on it not being a change in lifestyle," he says.



**"Touring strategies also remain a key area for my firm, especially post-pandemic, as we are investing in new tools assisting us in optimizing tour profitability."** Sally Velazquez



Andrew Meyer's client Jon M. Chu flanked by Cynthia Erivo and Ariana Grande, left; Sally Velazquez handles 21 Savage.

**Todd Kamelhar**

Managing directors/New York

**Anton Pamer**Managing directors/New York  
Gelfand, Rennert & Feldman

With little in the way of film and TV clients, Kamelhar and Pamer's roster hasn't suffered a work slowdown due to the strikes or the drop-off in production. However, Kamelhar's most famous client, Billy Joel, did willingly cut back on work, wrapping his record-setting residency at New York's Madison Square Garden with his 150th show at the venue in July. The balance of Kamelhar and Pamer's clients is largely a mix of other musical artists (including deejays),

fashion designers and ultra-high-net-worth families. Some of the firm's music writer/producer clients are selling the publishing rights to their tunes one hit at a time. "The multiples have been good and they're young, so they just kind of keep doing the same thing over and over again and get the benefit of the capital gains tax on it," explains Pamer.

**Tyson Beem**CEO  
Gelfand, Rennert & Feldman

Since being elevated to CEO of Gelfand, Rennert & Feldman in 2022, Los Angeles-based Beem has made



Todd Kamelhar's client Billy Joel just wrapped a record-setting residency.

it a point to make annual visits to all of the firm's offices, located in New York, Nashville, London, Boston, Delaware and San Rafael. He also makes an effort to call every one of its 700 employees on their birthdays and work anniversaries. "Getting that culture and that family feel is

vital, especially when you're so big," says the Iowa native, who joined the 57-year-old firm fresh out of USC in 1998. "How we think about the upside and downside potential is important, so we collaborate with all members of the team, whether that be the attorney or agent or manager," says Beem.



ML Management Partners, LLC

**Shane Glass**

Managing directors/Los Angeles

**Grady Brown**

Managing directors/Los Angeles

**Mark Goodman**

Managing directors/Los Angeles

**Enza Cohn**

Managing directors/Los Angeles

**Melissa Morton**

Managing directors/Los Angeles

**David Lloyd**

Managing directors/Los Angeles

**Gelfand, Rennert & Feldman**

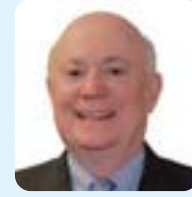
Gelfand, Rennert & Feldman further expanded its L.A. office this year. First, Glass, previously president of Colony Group (another company owned by parent company Focus Financial), merged his team with GRF. Then,

in August, it announced it was also absorbing L.A. boutique firm Goldman & Knell. GRF's practice is still mostly music-focused, with a large collection of songwriters, performers, producers and record labels, but it has grown its roster of film and TV clients in recent years, as well as added an increasing number of social media influencers. AI is already having a transformative effect on the

**“Computers can fly the plane for the most part, but you definitely want a pilot still there.”**

**Mark Goodman**

media landscape, but Goodman doesn't believe in doomsday scenarios, especially when it comes to the work they do. “It can streamline and make our processes more efficient and accurate, but I would kind of equate it to an airplane,” he says. “Computers can fly the plane for the most part, but you definitely want a pilot still there.”

**Harvey Gettleson**

Partner

**Seth Gettleson**

Partner

**Randy O'Connor**

Partner, CEO

**Gettleson, Witzer & O'Connor**

Harvey Gettleson and Larry Witzer were heads of the business management practice at financial services giant Ernst & Young when they decided to break out on their

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**MATT LICHTENBERG**

AND ALL OF THIS YEAR'S

**Business Managers Elite  
honorees****Davis Financial Group**



own 24 years ago. “We were a small practice within a larger firm and sort of didn’t fit in anymore,” recalls Gettleman. “They were happy to let us leave, and we were even happier to go.” O’Connor joined in 2004, Harvey’s son Seth came onboard two years later, and Witzer retired in October 2023. Today, the firm’s clients include such sought-after creatives as J.J. Abrams, Ava DuVernay, Sterlin Harjo, Will Packer and Ryan Coogler and his production company Proximity. Film and TV workers in California were living under the threat that they could lose the tax advantages gained by using loan-out corporations until the state passed a new law in September. “Virtually 100% of our clients use multiple loan-outs for different purposes, so if that rule was going to be put in effect, it would’ve had a devastating tax impact to our clients,” says Harvey Gettleman.



Ava DuVernay, who wrote and directed “Origin,” relies on Gettleman, Witzer & O’Connor for financial expertise.

Joseph Callaghan  
Mark Carter  
Joseph Rust  
Thomas Smith

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**Cheers to all of this year’s honorees!**

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**David S. Garelick**  
President, CEO

**Peter Garelick**  
Wealth advisor  
Global Business Management

David Garelick joined Global in 1987 and was named CEO of the company in 1999, taking over for his father, Louis H. Garelick. A decade ago, he was joined by his cousin Peter. Today, their client roster at the 64-year-old firm includes actors Anthony Hopkins, Ernest Thompson and Robert Nagle, director Bethany Rooney (“Criminal Minds”), celebrity stylist Cristina Ehrlich and numerous NFL players including JuJu Smith-Schuster of the Kansas



City Chiefs. The list also includes Randy and Kristy Pitchford, the CEOs of Gearbox and Nerdvana, respectively; SKAM Artist Management president and CEO Sujit Kundu; and deejays including DJ Vice. The Tax Cuts and Jobs Act of 2017 is set to sunset at the end of 2025. That means if Congress doesn’t step in, the lifetime gift tax exemption will drop from \$13.61 million to about \$7 million. “We’re advising clients to start the process now and work with their state planning attorneys to to prepare a strategy,” says Peter Garelick.



**Marie Ambrosino**  
Partner  
Gurseyschneider

Ambrosino was working as the controller for an importing company when its owner asked her to handle the estate of his late ex-wife. “So I began taking care of the bills for the house and all the

issues with the gardeners and everybody else, and the next thing I knew, he said to me, ‘You should be a business manager,’ ” she recalls. One thing led to another, her boss and his actor wife become two of her first clients. A partner in Gurseyschneider since 2007, she currently handles a stable of actors, directors, producers, entertainment companies and high net-worth individuals. “I don’t live vicariously through any of my clients,” she says. “I’m very much of a realist, and I know who I am and what I can and cannot do.”

**“I don’t live vicariously through any of my clients. I’m very much of a realist, and I know who I am and what I can and cannot do.”** Marie Ambrosino

**Chapnick, Smukler & Chapnick**

is proud to be included in

# Variety’s 2024 Business Managers Elite Report

Thank you to our Clients, Staff and Partners.

**Brandon Chapnick**  
**Keith Smukler**



**Grant, Tani, Barash & Altman**

The Beverly Hills-based firm is ultra discreet when it comes to who it works with, which, of course, in turn draws those top entertainment industry players to it. High-net-worth and ultra-high net-worth clients rely on principals Warren Grant, Corey Barash and Howard Altman with key people Kim Ibrahim, Zoe Lawrence, Fran Wild and David Jackson creating opportunities for clients and keeping their finances secure. The firm is especially proud of how their clients weathered the Hollywood strikes. The rise of digital media is a constant source of conversation. “The world is evolving quickly, and so too are the opportunities and risks,” Altman said previously.

**Vera Singartiyska**

Managing director

**Craig McCormick**

Managing director

**Jared Kroll**

Managing director

**Mark Borda**

Managing director

**David Colonel**

Managing director

**Tom Fouladi**

Managing directors

**Ground Control Business Management**

Earlier this year, Ground Control absorbed fellow business management firm Tanner Mainstain Glynn & Johnson, which its parent company, NFP, acquired back in 2021, moving the latter’s employees (including Fouladi and tax expert Colonel) from



Tom Fouladi’s client Michael Keaton returned as the titular ghoul in hit “Beetlejuice Beetlejuice.”

its old Westwood location into their Century City offices. “It’s been a lot of good synergy happening since we’ve been able to bring them in and, in turn, introduce them to new technologies and systems and resources that we have,” says Kroll. Celebrities and other high-net-worth individuals leaving high-tax California and New York for no-income-tax states like Florida, Texas and Tennessee have to be careful they’re passing muster with the IRS. “The residency audits are notorious for being very complicated and taking a lot of time, and it’s hard for you to win unless you really have your ducks in a row,” says Fouladi, whose clients include Wayne Brady, Michael Keaton and writer/producer Ian Brennan (“Monsters: The Lyle and Erik Menendez Story”). “So our job is to make sure that they do everything that they need to do.”

**“All of my clients did well during the strike simply because we were prepared for it.”**

**John McIlwee**

**John McIlwee**

Founding partner

**Alex Grissom**

Senior business manager

**Jason Kassar**

Tax director

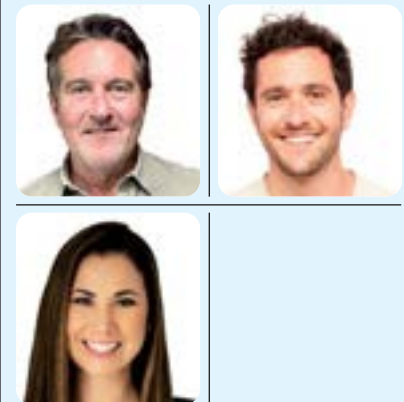
**Matt Salmeron**

Account manager and senior payroll specialist

**J. McIlwee & Associates**

McIlwee says his firm has more than doubled its number of clients in recent years, which he credits to its speed, organization and embracing of new technologies. “All of my clients did well during the strike simply because we were prepared for it, and everybody was in a good spot,” he says. The most significant new client addition is Kevin Costner, who joined a roster that also includes actors Maura Tierney, Caleb Landry Jones, Valorie Curry, Kerry Condon, Skai Jackson and Jane Lynch, professional skate-

boarder Sky Brown, social media star Dylan Mulvaney and director Matt Reeves and his 6th and Idaho production company. “I think a lot of people are expecting celebrities to make a comment on social,” says McIlwee. “It’s such a bomb waiting to go off that it just creates a lot of stress for people. You’re damned if you do and damned if you don’t.”

**Gary Schneider**

Founding partner

**Jason Schneider**

Partner

**Catherine Howard**

Principal

**Kessler Schneider & Scheltinga**

The father-son duo of Gary and Jason Schneider are second and third generation business managers who have been working side-by-side for a decade at the Sherman Oaks-


**Arnie Herrmann**

Partner, co-leader of the film & TV practice

**Wayne Kamemoto**

Partner, leader of the music practice

**Doug Cammarano**

Partner

**Jean Lee**

Partner

**Citrin Cooperman Advisors**

Clients of the four include Jack Antonoff, Ana de Armas, Gipsy Kings, Liam Neeson, Martin Scorsese and the

Strokes. Herrmann and Cammarano, who are based in New York, handle an entertainment clientele. For the music practice that Woodland Hills-based Kamemoto heads, work includes royalty administration and audits, tax consulting and tour accounting. Lee — who handles film, TV and high-net-worth individuals out of his L.A. office — sees business management adopting artificial intelligence as a tool, but feels that clients will still want a human relationship. “We counsel to be diversified, have 18-24 months of liquidity to prevent selling into downturns when they occur ... and they will occur,” says Herrmann. “Additionally, we long-term plan for clients’ net worth and cash flow for their life expectancy and plan around that. All of that said, many clients want alternatives to amplify returns. This can take on many different types — and the client has to know that there are potential principal losses on such alternative investments.”


**Amir Malek**

Co-president, business management services

**Pam Malek**

Co-president, business management services

**The Colony Group**

Previously managing directors at the firm that oversees roughly \$33 billion in assets, the couple were promoted to co-presidents in March. Entertainment and sports figures are prime among Colony’s clients, including rockers Mötley Crüe and Slash. Like many business managers, they discourage extravagant expenditures, especially following the strike-impacted 2023. “We advise clients to create pension plans and other tax-deferment options in addi-

**“It’s important to remind entertainer clients that their income may be cyclical and possibly short-lived.”** Pam Malek

tion to adding to their investment portfolio while keeping expenses at minimum,” says Amir Malek. “It’s important to remind entertainer clients that their income may be cyclical and possibly short-lived.” Adds Pam Malek, “We also help clients by setting up a budget that would provide the lifestyle they want for the years that they are earning and to sustain them for the years that they are not earning.”

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based firm the elder founded in 1986. Gary's client list include actors Alyson Hannigan and Ed Helms, showrunner Carol Mendelsohn ("CSI"), along with execs, talent agencies and management companies, while Jason handles Steve Yockey (creator of "The Flight Attendant"), Andrew Goldberg (co-creator of "Big Mouth") and writer/director/actress Megan Park ("My Old Ass"). Howard, who joined the firm in 2012, has a roster that includes screenwriter William Monahan and director Brian DePalma. One trend Jason Schneider notes is the volatility of overall deals. "They're either not getting renewed or, if they are, they're at a reduced rate, and it doesn't even matter how they performed previously," he says. "One of my clients just re-upped with Warner Brothers, and they told him that he was the only showrunner that was renewed at a higher rate than his previous deal."



**Matt Lichtenberg**

Partners and business manager



**Mark Friedman**

Partners and business manager

**John Rigney**

Partners and business manager

**Charles Clancy**

Partners and business manager

**Mark Cattalini**

Business manager

**Paul Ta**

Business manager

**Level Four Business Management**

When Rigney, Clancy and Friedman merged their company with Lichtenberg's in 2007, it was a reunion of sorts for the quartet, who had all done stints at business management firm Jess Morgan & Co. in the 1980s.



Today, Rigney's roster includes actors Samuel L. Jackson and Danny McBride, and Friedman's is toplined by Quentin Tarantino, while Lichtenberg has top-tier comedy talent such as Will Ferrell and Larry David, as well as standup/actor/TV host turned podcaster Joe Rogan, and Clancy's clients include filmmakers Phil Lord and Chris Miller and author Kristin Hannah. Cattalini (writer/

producers Patrick Somerville and David Weil; Grandview Entertainment) and Ta (Cheech Marin, Fred Durst) have also been with the firm since its inception. "We have tax returns now that are 2,000 pages that five years ago were 200 pages," says Friedman "You're talking about an explosion of bureaucracy." Lichtenberg is being honored at *Variety's* Business Managers Elite breakfast.

**"We have tax returns now that are 2,000 pages that five years ago were 200 pages."** Mark Friedman

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**Elizabeth Kenney**

Owner

L&amp;L Business Management

After a post-collegiate role at Global Business Management, Kenney launched her own boutique firm in 1995, and in the ensuing decades, she's kept it small and exclusive, with a roster that currently includes Tiffany Haddish and Awkwafina, as well as longtime client Lorenzo Lamas, who now works primarily as a helicopter pilot, and a collection of directors, writers, production companies, below-the-line talent and the "Bored Teachers" comedy tour. Many of Kenney's clients have been hit hard by the one-two-three punch of the



"Quiz Lady" star Awkwafina uses L&L Business Management.

pandemic, the strikes and the deflation of the streaming bubble. But, fortunately, "I have a lot of behind-the-scenes people, and they tend to be much more conservative, financially, so everyone is holding their own," she says.


**Marius Bercovici**

Partner

**Justin Kobay**

Partner

**Bruce Seckendorf**

Partner

**Venicia Mestey**

Partner

LL Business Management

Founded in 1994, the bicoastal (Los Angeles and New York) firm handles film and TV clients, social media



influencers and athletes, but the bulk of its roster comes from the music world. Its clients include such Grammy-winning, big-selling artists and performers as Lil Nas X, Timbaland, Ice Spice, Kylie Cantrall and Colombian singer Feid (part of bilingual Mestey's roster of Latin artists), producer/songwriter/rapper RiotUSA and the estate of rapper Juice Wrld, as well as various executives, labels, management companies and entrepreneurs. "Post-pandemic, touring came back really, really hot, and we had every single client on tour for a large portion of the year," says Kobay. "This year, everyone tried to follow up with that, and it seemed like there was a lot of saturation in the market," especially when it comes to music festivals. "There's a different festival every weekend and every single city, and consumers only have so much time and money to spend."

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# TKG

## BUSINESS MANAGEMENT

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**Steve Gelon**

Partner

**Van Lee**

Partner

**Alex Smith**

Partner

**Justin Sroka**

Partner

Mann Gelon Glodney Gumerove Yee

The genesis of Mann Gelon can be traced back 57 years, and Gelon has been there for 39 of them. He made

partner in 1990 and today his client list includes top TV stars, big-name series creators and showrunners, high-profile feature writers and directors and a boutique entertainment law firm that has a roster of entertainment icons. Smith, a relative newcomer who joined in 2018, reps film and TV writers and directors, producer-songwriters, musical acts and popular digital influencers. Lee, who specializes in handling the estates of show biz legends, came aboard in 2018,

and was followed in 2020 by Sroka, who handles film and TV stars, and several members of the Rock & Roll Hall of Fame. Sroka says the type of buyer is an important part of the equation when evaluating what rights to part with, whether they be publishing, masters or international performance rights. "Are you selling to someone who's really in the space versus a private equity fund or someone who's really just looking to invest in the sexiness of entertainment and music?"



**Michael Meschures**

Business management partner

**Tony Smalls**

Partner & head of entertainment, sports & media practice

**Buwa Ijirigbo**

Director

**William Price**

Managing director

MGO

The MGO quartet handles a mix of film, TV and music talent and

●  
**"Post-pandemic, touring came back really, really hot, and we had every single client on tour for a large portion of the year."** Justin Kobay

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**Steve Gelon, Alex Smith,  
Van Lee and Justin Sroka**

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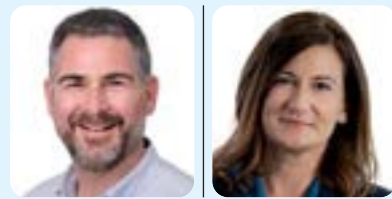
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AND OUR AMAZING STAFF FOR MAKING THIS POSSIBLE.  
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**MANN GELON GLODNEY GUMEROVE YEE | 律**

companies, digital influencers and athletes, as well as execs and high-net-worth families. Price joined the Los Angeles office of MGO in 2015. He was followed by Meschures in 2017, and Ijirigho in 2018. Atlanta-based Smalls joined in 2022 from Superior Business Management. As music catalog sales have skyrocketed over the past half decade, the firm has built out its royalty accounting

“The residuals have been much bigger, certainly for a writing client, which has been nice.” **Jessica Mooney**

and advisory services, as well as its tour accounting capabilities. When it comes to athletes, Smalls tries to make financial education like learning a new playbook. “We challenge them and encourage them to keep the core nuggets of information as they go from team to team or venture to venture, and then augment it,” he says.



**Michael Kaplan**  
Managing partner

**Justine Ruffalo**  
Partner  
Miller Kaplan Arase

Miller Kaplan Arase traces its roots back to the establishment of two

separate accounting firms in 1941 that later merged, but its business management arm wasn't launched until 2002, when Kaplan — son of its now-retired one-time managing director Manny Kaplan — became a partner. Nine years later, Ruffalo joined. Today, the firm has offices in Los Angeles, San Francisco, Seattle, Denver and Hailey, Idaho, handling a large roster of actors, writers, producers, directors, musicians and social media influencers. Part of the job is helping clients buy (and sell) houses, boats, airplanes, exotic animals and, in some cases, islands. “A lot of the islands that my clients have been looking at are already set up with a home and maybe a staff and several bungalows that need to be managed,” explains Kaplan about that particular purchase. “The biggest pitfall is you're consistently having to pay all these people to keep it up, even if you're not there.”



**Mark Landesman**  
Partner

**Paul Zukowsky**  
Partner

**Scott Landesman**  
Partner

**Jessica Mooney**  
COO  
ML Management

Mark Landesman launched New York-based ML Management in 1988 with Eddie Murphy as his bedrock

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**CHRISTOPHER CURRY J.D., M.B.T.**  
FOUNDING PRINCIPAL



client, and the firm has continued to focus on funny people in ensuing decades, including numerous other “Saturday Night Live” vets, as well as Murphy pal Arsenio Hall and “How I Met Your Mother” creators Craig Thomas and Carter Bays. He was joined in 2001 by Zukowsky, a former accounting firm co-worker from the mid-1980s who reps a mix of actors, directors, models and musicians, including onetime “SNL” and current Rolling Stones drummer Steve Jordan. A decade ago, they were joined by Mark’s son Scott Landesman, whose clients include standup comedians, writers, actors, production execs, podcasters and venture capitalists. As for the post-strikes landscape, “The residuals have been much bigger, certainly for a writing client, which has been nice,” says Mooney, who joined in 2003 and was named COO in 2018. “But the actors who aren’t featured players aren’t getting jobs as easily.”



**Harley Neuman**  
Founding partner



**Ryan Conlon**  
Partner  
Neuman + Associates

Founded by Neuman in 1991, the Encino-based company boasts a client list that includes actors Zoe Saldaña, Cynthia Erivo, Jonah Hill and Sean Hayes, prolific writer-producer-showrunner Ryan Murphy and Ellen DeGeneres, along with various producers, musicians, authors and entertainment execs. Conlon joined in 2009, and 10 years later, the firm became part of multifamily office and business management firm NKSFB, which in turn is owned

by wealth management giant Focus Financial. Neuman says their clients have become increasingly entrepreneurial and proactive, notably Scarlett Johansson, who produced her recent Apple Studios movie “Fly Me to the Moon.” Neuman believes that the WGA and SAG-AFTRA deciding

to go on strike in the wake of a worldwide pandemic was “ill-conceived.” “I think it gave the studios and the streamers a chance to reassess their entire business models, and how much money they were spending, and that’s why we’ve seen massive contraction in the business,” he says.



“Emilia Pérez” star Zoe Saldaña gets money advice from Neuman + Associates.



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**Michael Karlin**  
Founding partner



**Mickey Segal**  
Managing partner



**David Bolno**  
Partner



**Dian Vaughn**  
Partner



**Matt Segal**  
Partner



**Thomas Kingsley**  
Partner  
NKSFB

Founded in 1981, NKSFB has been the Pac-Man of the business management world since being acquired by Focus Financial in 2018, gobbling up numerous other firms, including David Weise & Associates and

Neuman + Associates in 2019, CRM Management and Howard Capital Management in 2020 and Avery & Greig, Richard Welling and Richard Bennett Smith in 2022. Its team handles a wide range of actors, screenwriters, producers, playwrights, authors, artists, entertainment execs, entrepreneurs, motivational speakers and high-net-worth individuals. It is particularly strong

in the music field, with a list of chart-toppers that includes Drake, Adam Levine, Katy Perry, Will.i.am and the Red Hot Chili Peppers. Whether they're making massive music catalog sales or experiencing huge liquidity events from equity partnerships in brand deals, clients are frequently using their cash windfalls to fund philanthropic endeavors. "This is an opportunity for them to tap into not only what they would like to do, but actually do it and have a legacy built," says Kingsley. "And it's been lovely to see that it's truly been out of just being completely charitable."



**Mike Merriman**  
President



**Bryan Gott**  
Director of business management  
PARR/3

PARR/3 works with the most influential figures in the music industry. Merriman helped clients successfully execute some of the largest tours of the last few years. He also protected

**"This is an opportunity for them to tap into not only what they would like to do, but actually do it and have a legacy built."**

Thomas Kingsley



PAT DUNN, CPA

TONY PEYROT, CPA

MARK PARISER, CPA

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songwriter clients in collecting their royalties and making wise decisions regarding catalog sales and publishing deals. Gott has been a guide to the firm's account managers and helped clients navigate the rising interest rate environment and a changing real estate market. He also continued development of royalty-hunting pro-

ocols throughout the team. "PARR/3 works primarily with musicians," says Merriman. "We're seeing an amazing shift in our industry with IP ownership and a larger share of the profits remaining with the artist. We take our role in that shift very seriously, and always encourage our clients to keep the biggest piece of the pie."



NKSFB handles the financial interests of Katy Perry.



**Joseph P. Callaghan**

Partner

**Mark Carter**

Partner

**Joseph Rust**

Partner

**Thomas F. Smith**

Partner, entertainment industry leader

**Prager Metis**

Callaghan works with entertainers and high-net-worth individuals; Carter works with musicians, film and

TV actors, directors and athletes and helps his clients manage their international tax obligations and capture available tax credits. Rust works with recording artists, songwriters, music publishers, entertainers and TV and film clients, specializing in royalty and profit participation, copyright and intellectual property valuations and licensing. Smith's clients are in music and TV, production companies, and corporate CEOs specializing in consulting and tax services. "The entertainment industry rapidly evolves with new distribution platforms, consumer behaviors and emerging technologies. While some adjustments might be temporary responses to current conditions, we're witnessing fundamental shifts in how content is created, distributed and monetized. This is why I emphasize to my clients the importance of staying adaptable and maintaining diverse revenue streams."



CONGRATULATIONS

**LIZ KENNEY**

*on being named among*

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**L&L BUSINESS  
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**Phil Sarna**

Senior managing director, founder

**Patrick Templeman**

Managing director, partner

**Andrew Britton**

Managing director

**Ryan Shaw**

Director

**Cat Marcasciano**

Senior manager

PS Business Management

PS has built a team of more than 100 professionals whose backgrounds include experience at major tax, accounting and financial firms as well as knowledge from all corners of the entertainment industry. The company has offices in New York, Los Angeles, Nashville and New Orleans. PSBM's clients include talent in film, TV, music, sports and fashion. It has been reported that their clients include Billie Eilish, Lizzo, Halsey, Benny Blanco, Sara Bareilles, Andrew Watt, Preservation Hall Jazz Band, Camila Cabello, the National and Arcade Fire. "I think most of the changes we are seeing today — rising costs, leaner record label teams, more independence for major artists — are here to stay," says Templeman. "Focus on making sure [clients] know that nothing is guaranteed. The world and a career can change quickly, so planning for worst-case scenarios is what we are here for. Try to stay positive but don't take anything for granted."

**Anna DerParseghian**

Managing partner

**John Power**

Senior partner

**Jason Brown**

Partner

**Leo Jenkins**

Partner

**Darren Calbay**

Partner

PTD Business Management

Recently this firm moved into a penthouse suite atop the Sherman Oaks Galleria that sports views of the San Fernando Valley and doubles their space for its growing staff. The group handles a wide variety of clients and tasks amid their developing busi-

ness. DerParseghian is partner in charge and handles producers, touring comedians and music industry mavens. Power works big negotiations involving business M&A and has a roster of his own clients. Brown is focused on Hollywood talent, touring clients and is resident expert on analytics for digital businesses and merchandising businesses of clients. Jenkins handles live touring, comedians and entertainers, and continues to grow his podcast and digital media practice. Calbay is the tax authority who advises on complex matters across the firm. "We're long-term planners — 12, 24, 36 months out," says Brown. "We want to make sure that our clients can get through the more challenging times. We have conversations about how much they need to earn to afford their lifestyle or how they can cut back the discretionary expenses. We want our clients to be able to make informed decisions based on their current and future financial scenarios."

**Alan Reback**

Founding partner

**Derrick Lee**

Founding partner

Reback Lee &amp; Co.

In 2024, the company has provided production accounting services for the Oscars, the Grammys, the Tonys, the SAG Awards, People's Choice Awards, the Rock & Roll Hall of Fame Induction Ceremony, both the Republican and Democratic National Conventions, "The Roast of Tom Brady" and "John Mulaney Presents: Everybody's in L.A.," among over 100 other live events and specials. The duo began working together in 1995, when Reback did production accounting work for one of Lee's business manage-

**"We want our clients to be able to make informed decisions based on their current and future financial scenarios."** Jason Brown



Reback Lee & Co. provided production accounting services for "John Mulaney Presents: Everybody's in L.A."

ment clients, and they formed their firm in 2004. Today, they service a mix of actors, producers, writers, directors, executives, fine artists, as well as other high-net-worth individuals, along with production companies, particularly those that do TV specials and live events, with Lee handling business management and tax, while Reback handles business management and production accounting. “We try to keep our clients grounded when things are going really well. We want our clients to build up a war chest during this time because you never know what’s going to happen tomorrow,” says Reback. Adds Lee: “It may sound like gloom and doom, but a former mentor cautioned me that you have to always keep in mind that a client’s current project could be their last one and the need to be conservative until the next project become real.”



**Rick Shepard**

Founder



**Mark Tinglof**

Partner

Shepard Tinglof + Associates

Shepard founded the firm over 30 years ago and prefers to keep a low profile so that his very famous clients feel their privacy is protected. Shepard says he is thrilled he has been able to work with Tinglof, who has been a steady, dependable and skilled partner. The company has advised clients like Courteney Cox, Ben Stiller, Kurt Russell and Jon Favreau for years and earned their trust by always being straightforward with them, explains Shep-

ard, who often advises against purchases like yachts, which can become financial liabilities. “The downturn in production that we are experiencing is something that will take time to work through for

the entertainment community,” says Tinglof. “With that in mind, I am advising my clients to expect production (and their work schedule) to get steadier in the latter half of 2025.”



“Monarch: Legacy of Monsters” Kurt Russell is on Shepard Tinglof’s roster.

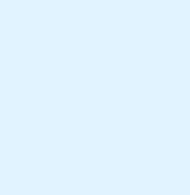
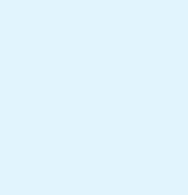


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**Andrew B. Blackman**

Partner

**Wesley W. Childs**

Partner

**Robert Grubman**

Partner

**Ron Myers**

Partner

**Mark Zand**

Partner

**Schulman Lobel**

The firm handles a diverse group of clients across different areas of entertainment, including the talent agency Buchwald, actor Brian Cox, rapper French Montana, deejays the Martinez Brothers, graffiti artist Futura and touring jam band Joe Russo's Almost Dead. Other clients are Hollywood PR agency the Lede Co. and the estates of William Goldman, Gwen Verdon and Bob Fosse. Childs is based in Miami, Myers in Los Angeles and Blackman, Grubman and Zand are in New York. "One thing that is certain is change," says Grubman. "As we continue to grow into a more digital age, this change will certainly be long-term. Streaming platforms are dominating content consumption, leading to changes in how content is produced, distributed and monetized, with traditional media adapting to compete. Audiences increasingly prefer interactive and immersive experiences, leading to the rise of virtual reality, augmented reality and fan-driven content on social media. AI will continue to have a key role in this transformation."

**Matthew Burke**

Managing partner

**Elaina Kogan**

Tax partner

**Richard Singer**

Wealth management partner

**Stephanie Arkof**

Wealth management partner

**Amitha Harichandran**

Wealth management partner

**Singer Burke**

Singer Burke's work has won clients across the industry, including some who've worked on TV series "Bridger-

ton" and spinoff "Queen Charlotte: A Bridgerton Story," "The Family Guy" and "The Walking Dead." Clients include actors, composers, directors, producers, showrunners, writers and management and production companies. All five business managers are based in Encino. Additionally, the company operates a separate registered investment adviser arm, SB Capital Management, that has \$1 billion under management. Burke handles clients and company management. Kogan works tax liability and strategic direction for the tax practice. Singer serves clients, including sizing up private investment opportunities. Arkof helps her client roster pursue their financial objectives. Harichandran works on compliance issues. "The entertainment industry is experiencing shifts that reflect a mix of both short-term disruptions and long-term transformations," say the business managers in a group statement. "If there's one constant in this field, it's change — and with that comes both challenges and opportunities. These shifts, whether influenced by technology, consumer behavior or global dynamics, present a landscape of excitement and optimism for the future."

**Rick Schenkel**

Managing partner

**Steve Levitt**

Partner

**Marta Botten**

Partner

**USXA**

Formerly Sobul Primes & Schenkel, the firm recently joined USXA. Schenkel launched the firm's business management practice back in the 1980s, when the new tech disrupting the entertainment industry was VHS and Betamax. Today, his personal clients include an Emmy-winning director-writer-actor, showrunners, execs, entertainment companies and some of the most high-profile talent agents in the biz. Levitt, who joined the firm



"Succession" actor Brian Cox uses Schulman Lobel for his business management needs.

in 1996, handles Oscar-winners, executives and accounting outsourcing services for a film production and financing group. A 30-year industry vet, Botten came aboard in 2019. She specializes in music tour budgeting and accounting and royalty accounting. Additionally, she manages the firm's day-to-day business management practice. "Reduced local production and reduced compensation in the streaming era are likely long term, but with [California Gov. Gavin] Newsom's recent proposed expanded tax credits and the need for content with the creative talent hub in L.A., let's hope some of this is short term," says Levitt, who advises clients, "Be more flexible and creative with what you can do in the industry and realize things change. At the same time, scale back spending, listen to us about budgeting and focus on diverse investment portfolios including alternatives."



**Steven Shapiro**

Founder, owner

**James Nagle**

Partner

Summit Business Management

Summit's eclectic client list includes Taylor Sheridan, Zendaya, Tom Holland, "Weird Al" Yankovic, Vanessa Hudgens, Lamorne Morris, Justin Hartley, Aaron Paul and Elliot Gould. Shapiro says business continues to grow organically, even as Summit pared back hours to improve the work-life balance for its staff of 30, now closing at 4:30 on Mondays through Thursdays, 12:30 on Fridays. While several Shapiro clients left California for less expensive states, he warns not to forget some important details. "If they want to be a non-resident of California, they must actually move from the state completely and ultimately obtain a driver's license in their new state. If audited, the [California] Franchise Tax Board will even ask for records of previous communications with realtors to ensure you intended to leave the state and not just change residency quickly to save taxes."



**Josh Klein**

CEO, managing partner

TKG Business Management

Since January, TKG grew its team from 20 to 32 to accommodate its thriving client list of creatives, including Amy Allen, Charlie Puth, Andrew Schulz, the Chainsmokers and this year's king of the Billboard Hot 100, Shaboozey. "When it comes to prepping clients for economic uncertainty, it's all about strategy and staying a step ahead," Klein says. "We dig into financials, pinpoint risks and craft flexible plans that adapt as the market inevitably shifts. Diversifying income is crucial, ensuring there isn't a reliance on a single source of income. Our clients can seize opportunities when they arise and navigate changes with confidence."



**Joe McGill**

Owner, founder

Topline Business Management

Despite the double whammy 2023 dealt with the writers and actors strikes, Topline increased its employee base by 30% to deal with the needs of a roster of clients that includes actor Joy Sunday, filmmaker Adam Wingard and "Queer Eye" cast member Karamo Brown. In a word, McGill says "communication" is the key to Topline's success. "The more clients are in tune with their overall financial health the more they are prepared for uncertainty," McGill says. As for navigating the disruption of last year's strikes, he joins fellow business managers in preaching prudence: "Stick to basics and cut down on spending."



**Lou Taylor**

CEO, founder

Tri Star Sports and Entertainment Group

Taylor typically doesn't disclose her clients, but might make an exception when one gets inducted in the Rock and Roll Hall of Fame, as Mary J. Blige did in October. Taylor is also actively involved in the singer's Strength of a Woman Festival and Summit, which was held over three days in New York City in May and featured performances and other events. "The best preparation is living below your means," says Taylor, whose firm has offices in West Hollywood and Nashville. "When there is a cycle to work, knowing you can say no to jobs you don't want to take for creative rather than financial reasons brings great peace," Taylor says.

**"The more clients are in tune with their overall financial health the more they are prepared for uncertainty. Stick to basics and cut down on spending."** Joe McGill



Zendaya, left, with Mike Faist in "Challengers," is a Summit client; TKG handles hitmaker Shaboozey, right.





**David Weise**  
Founding Partner  
David Weise & Associates, a Division of  
NKSBF

Weise reps performers who have won Grammy multiple awards; and his clients also come from television, motion picture and sports. He also does work for business entrepreneurs outside of Hollywood. "All areas were very busy this year," says Weise, who adds, "Plan ahead and plan before. The role of a business manager is to have a financial plan before you are out of work. Then, you can be prepared for the days when you are not working." Weise is based in Encino.



**Adam Yorkshire**  
Partner, founder  
Yorkshire Management

Like many in his field, Yorkshire keeps his client list tightly held, but notes that touring artists, composers, producers and athletes are prime among them. Touring has boomed in the post-pandemic world. His firm added staff in the past 12 months, including an expansion of the touring department to accommodate "multiple simultaneous worldwide arena-level tours, making sure everybody feels first in line," he notes, adding, "We definitely build a financial fortress out of time-tested, stalwart forms of

investments. As with so many things in life, getting overly and unnecessarily creative or excited may lead to suboptimal results. Applying our

own intuition and various knowledge sets, we're able to insulate our clients from the sometimes-harsh realities of economic life."



Lou Taylor was involved with Mary J. Blige's Strength of a Woman Festival.



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