

Marcum & Kliegman LLP & Henry Morrison, Inc.

ROBERT LUDLUM, David Morrell, Donald Westlake, Larry Block, Eric Lustbader: these bestselling authors enjoy international fame. Like many successful artists and entertainers, authors of worldwide renown often rely on agents to manage their careers. For these authors, and many others, Henry Morrison is the literary agent of choice.

The Literary Agent's Role

Literary agents help authors coordinate the various aspects of their professional and personal lives. On the business front, literary agents read manuscripts and match books with publishing houses and/or editors for possible publication. Once a suitable connection is made, the agent negotiates contracts, advances, promotional guarantees, foreign rights, and movie/TV deals. On the personal front, a good literary agent works with individual authors to develop personal career plans and manage finances.

About Henry Morrison

Henry Morrison began his career as a literary agent nearly four decades ago. Henry recalls responding to an ad in the New York Times for a job in publishing and was hired by the Scott Meredith Literary Agency in 1957. It wasn't long before Scott Meredith discovered that Henry had a talent for being an agent and promoted him to Vice President of the agency. In this capacity, Henry gained experience in handling book and movie deals for major authors, including Evan Hunter and Norman Mailer.

At end of 1964, Henry decided to go out on his own and established Henry Morrison, Inc. in January of 1965. Henry enjoyed success in his first several years. In fact, by 1970, he realized that his business


had grown to the point where he needed a more sophisticated accountant and business consultant to help him attain further growth.

Working with Marcum & Kliegman LLP

A meeting with Robert Ludlum in the late 1960s led Henry to Marcum & Kliegman LLP's founder, Ed Marcum. Ed had been working with Robert Ludlum, as well as other authors and literary agents for years. As a result, Marcum & Kliegman developed significant expertise in accounting and personal finance issues for authors and agents. By 1971, Henry made the move to Marcum & Kliegman and has been using and recommending the Firm ever since.

Over the past 30 years, Henry has worked with Ed Marcum, Managing Partner Jeffrey Weiner and Partner Robert Pesce, Jr. on a variety of issues. A few years ago, after his long time office manager retired, Henry looked to Marcum & Kliegman for assistance in revamping the company's accounting systems. The Firm installed a new computerized system and trained the new office manager on using it effectively.

Jeffrey and Robert also work with Henry on a number of financial matters. These range from managing investments and banking relationships, to negotiating loans, to developing strategic business and personal tax plans. As a satisfied client for the Firm, Henry has referred a number of authors and other agents to Marcum & Kliegman.

"Henry's been with Marcum & Kliegman for a long time," reflects Jeffrey. "Together we continue to find growth opportunities for both our companies." Henry adds, "Every time I turn around, the Firm gets bigger and better." 

THE PARTNERS AND MANAGERS of Marcum & Kliegman LLP are often asked if they are available to serve additional clients. As a dynamic and growing firm, we sincerely appreciate your referrals. If you would like a copy of *Beyond the Numbers* sent to a friend, please email us at info@mkllp.com or complete and mail this form to:

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BEYOND *the* NUMBERS

Beyond the Numbers is published six times per year by Marcum & Kliegman LLP for its clients and friends. Founded in 1951, Marcum & Kliegman LLP is a full-service accounting and consulting firm serving the needs of its clients by providing expert assistance in strategic business planning, financial management, tax planning and compliance, succession and estate planning, litigation support services, computer hardware and software consulting, and sales tax recovery services.

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