

Leonard Holt
Vice President, Business Development
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Mr. Holt is currently Vice President, Business Development for CCH Small Firm Services (SFS). SFS is the publisher of two leading professional tax software packages, ATX and TaxWise. Mr. Holt has held various executive positions at SFS and its predecessor, Universal Tax Systems, for over six years. In his current role, he is responsible for producing company growth through acquisitions, partnerships and new product and/or market opportunities. He is also responsible for managing the policy level relationships with the Internal Revenue Service and with the banks that participate in the tax related bank product programs.

Mr. Holt had a 23 year career at IRS ending in 1994. During that span he held a variety of positions, but is best known for being part of the five person Research Team that started electronic filing, and for then being Chief of the Operations and Marketing Branch of the Electronic Filing Project Office for five years.

After leaving the Internal Revenue Service, Mr. Holt went to Nelco, now a part of Greatland Corporation, for six years, the last year and a half as General Manager. He also has served as COO of Liberty Tax Service, owned a tax franchise, was part of the executive team of a tax related .Com, and has had several consulting contracts, including on the IRS Prime contract.

Mr. Holt holds an AAS in Accounting and a BA in Management and Communications. He is a frequent speaker at industry association meetings, and is past member of ETAAC and the CERCA Board of Directors.