



- U.S. based withholding agent.
- Qualified and authorized to negotiate a Central Withholding Agreement with the Internal Revenue Service.
- Ready to work with you to minimize income tax withholding on U.S. earnings by foreign athletes and entertainers.

“The application process for a CWA is a very detailed process and should be pursued with the assistance of a tax professional.”

-Artists from Abroad  
[www.artistsfromabroad.org](http://www.artistsfromabroad.org)

## **Here's What CWA Management Can Do For You**

We develop and execute a Central Withholding Agreement with the IRS that limits over-withholding of income earned by foreign performers in the U.S. This includes revenue from performances and appearances, as well as endorsements and sponsorships.

As your designated withholding agent we become the only entity required to deposit withholdings on your behalf thereby eliminating the potential for duplicate withholding.

## **As your designated withholding agent We Will:**

- Ensure your compliance with IRS requirements
- Work with you to develop a detailed performance budget
- Negotiate your Central Withholding Agreement with the IRS
- Deposit transactions required by the executed CWA
- File Form 1042 and Form 1042-S for the tax year and income covered by the CWA

## Why Choose CWA Management?

### Single Focus

We are one of the first and only companies in the U.S. to focus our entire business on negotiating and executing Central Withholding Agreements with the IRS.

### Knowledge

Co-founders & managing partners Mark Colson and Frank Page are financial management specialists. Together, they bring to bear over 60 years of hands-on experience as financial executives and consultants, working with businesses ranging from Fortune 500 companies to start-up entrepreneurial ventures.

### Service

Not only do we know what to do, we know how to provide service you can depend on. We take your business seriously. We represent your interests with the IRS. When you have questions, we get you answers in a timely and thorough manner, and you can expect exacting attention to detail, every step of the way.

### Integrity

Personal and professional integrity is non-negotiable. We take our commitment to clients seriously and unfailingly serve you with the highest ethical and professional standards.

## Why You Need

### CWA Management

CWA Management is the leading U.S. based company authorized to negotiate agreements with the IRS on behalf of foreign athletes and entertainers. Negotiating a Central Withholding Agreement (CWA) with the Internal Revenue Service can make a dramatic difference when it comes to your tax withholding liability and cash flow.

### With a CWA

Income tax is withheld on projected NET income and is withheld by only one designated withholding agent.

### Without a CWA

Internal Revenue Code Section 1441 requires that 30% of the projected GROSS earned by foreign athletes and entertainers be withheld at the source and deposited for these performers in the U.S. Treasury.

## **It's Time To Discover**

### **What We Can Do For You**

When it comes to safeguarding the earnings of nonresident alien performers and athletes working in the US, it's important to think ahead.

IRS policy requires that CWA applications be made at least 90 days prior to the time the agreement will take effect, though they will attempt to complete any CWA applications submitted at least 45 days before the start of the tour or event. Any CWA requests submitted with fewer than 45 days lead time will be considered on a case-by-case basis.

At CWA Management we understand the fast-paced nature of the sports and entertainment industries. That's why we have put systems in place to help you take advantage of emerging opportunities in the timeliest manner possible. The earlier we are involved, the better we can represent your interests.

We look forward to helping you and the foreign athletes or performers you represent avoid over-withholding of income tax before your next U.S. engagement.

#### **D. Mark Colson**

Mark draws on more than 30 years of experience as a financial executive and consultant. He has held management positions with businesses ranging from Fortune 500 companies to entrepreneurial startups. He has provided financial services to a variety of industries, including hospitality management, insurance, manufacturing, government services, and construction.

#### **Frank L. Page, C.P.A.**

Frank is a certified public accountant with 30 years of diverse business experience. His consulting company, Business Development Partners, Inc., specializes in tax and accounting services to help businesses grow. He has served as the chief financial officer for a leading software company and vice president of one of the largest wholesale distributors of single premium insurance products in the U.S.

## **Contact us today**

### **To Find Out What We Can Do For You.**

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