

CURIO AND FRANK NATALONI DESIGN THE BEST KITCHENS IN AMERICA. CHARLIE PLAYS AN IMPORTANT ROLE IN THEIR CABINET.

Curio and Frank Nataloni have won national awards for their custom kitchen designs. Working from an unlikely looking storefront shop on Boston Road in East Springfield, the two brothers use creative thinking and keen eyes for quality to craft kitchens that are great both to look at and to cook in, rooms that increase the value of the homes they're in. Curio and Frank share a belief that great kitchen design isn't about the cabinets you put in, but the environment you create. The Nataloni brothers do some work with new home builders, but they concentrate on renovating kitchens in existing homes. The jobs they like best are the challenging ones, when they can put their problem-solving skills to work creating attractive kitchens that make the best use of space. It's their success in tricky situations that has won them the attention of such publications as *House Beautiful*, which has featured their kitchen designs on its cover. Curio and Frank's best customers are the ones who know what they want, but trust the brothers' skill, expertise and ability to create great rooms. It's not surprising, then, that one of the things they like best about working with Charlie Epstein is that they know they can trust his expertise and skill in insurance and retirement matters.



Charlie, who has more than 25 years experience as a Certified Family Business Specialist, has been one of Curio's most trusted professionals for two decades. Charlie helped Curio, who started the business in his mother's basement 34 years ago, implement a plan for making his brother a partner. He helped set up a buy/sell agreement, put together the company's retirement plan and insurance coverage, and even introduced Curio to his business lawyer. Curio turns to Charlie whenever he needs business advice. And when Charlie has something he wants to talk about, Curio and Frank listen. "He's very knowledgeable and he takes a genuine interest in the business," Curio says. He adds that he and Frank trust Charlie implicitly. "I don't see him selling me a product I don't need."

Charlie can become a trusted professional for your closely held business, too. Charlie was a member of the original class of Certified Family Business Specialists from the American College. His Desirement Planning™ process provides hands-on advice and education about 401(k) retirement plans for family business owners and their staffs. Charlie's organization and expertise can help you build a business that really cooks.

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Family Matters.

Charlie Epstein, CLU, ChFC, AIF®, Certified Family Business Specialist
Talk to us about The Family CFO® process.

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