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Mario Alfredo Zaldivar Sánchez
Director
Zaldivar Consulting

LEGAL PIONEERS
TOP VISIONARY LEADERS
REDEFINING
EXCELLENCE, 2026

TWO DECADES OF CERTAINTY

Inside

Mario Alfredo Zaldivar Sánchez's

Journey Building Mexico's Trusted Consulting Firm

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There are consultants who help clients survive an audit, and then there are consultants who help clients never fear one in the first place. Mario Alfredo Zaldivar Sánchez belongs firmly to the second category.

As Director and founder of Zaldivar Consulting, he has spent more than twenty years turning uncertainty into clarity for businesses across Mexico, building not just a firm, but a standard for what trustworthy financial guidance should look like.

Featuring: Mario Alfredo Zaldivar Sánchez, Director | Zaldivar Consulting

AT A GLANCE

NAME: Mario Alfredo Zaldivar Sánchez

ROLE: Director

COMPANY: Zaldivar Consulting

HEADQUARTERS: Mexico City, Mexico

FOUNDED: 2003

SPECIALIZATIONS: Auditing, taxation, accounting, regulatory compliance, cross-border business structuring

REGULATORY EXPERTISE: SAT, IMSS, and Infonavit audits and requirements

LEGACY: Two decades of building trust through clarity, integrity, and measurable results

The Pioneer's Origin: Twenty Years of Professional Excellence

In 2003, Mario founded Zaldivar Consulting with a mission that was as protective as it was practical, helping businesses make confident decisions in auditing, taxation, and accounting. It was never simply about numbers. It was about safety. "Our purpose was to safeguard the continuity and sound operation of small, medium sized, and large corporations by helping them prevent issues with the authorities," he explains. "We also sought to support individuals and corporations in meeting their tax compliance obligations."

Two decades of client trust is rare in any profession, and Mario is quick to point to the single principle that has never wavered since the day he opened his doors. "We are committed to continuous training in taxation, auditing, accounting, and management," he says, "so that we can help individuals and corporations fulfill their obligations correctly and provide reliable information for sound decision making." That commitment to constant learning has become the quiet engine behind everything the firm has built since.

What began as a focused practice eventually grew into something far more comprehensive, a multidisciplinary firm spanning six distinct disciplines, at a time when most consultants chose one lane and stayed firmly inside it. For Mario, the decision was never about ambition for its own sake. It was about responding to what his clients genuinely needed. "Our clients' evolving needs drove this vision," he says. "As their operations expanded, they required support in coordinating multiple areas of their businesses. Small and medium sized companies often find it difficult to make informed decisions without a comprehensive view of the organization and a clear understanding of how each decision affects the whole. Responding to these needs led me to develop expertise across several disciplines."

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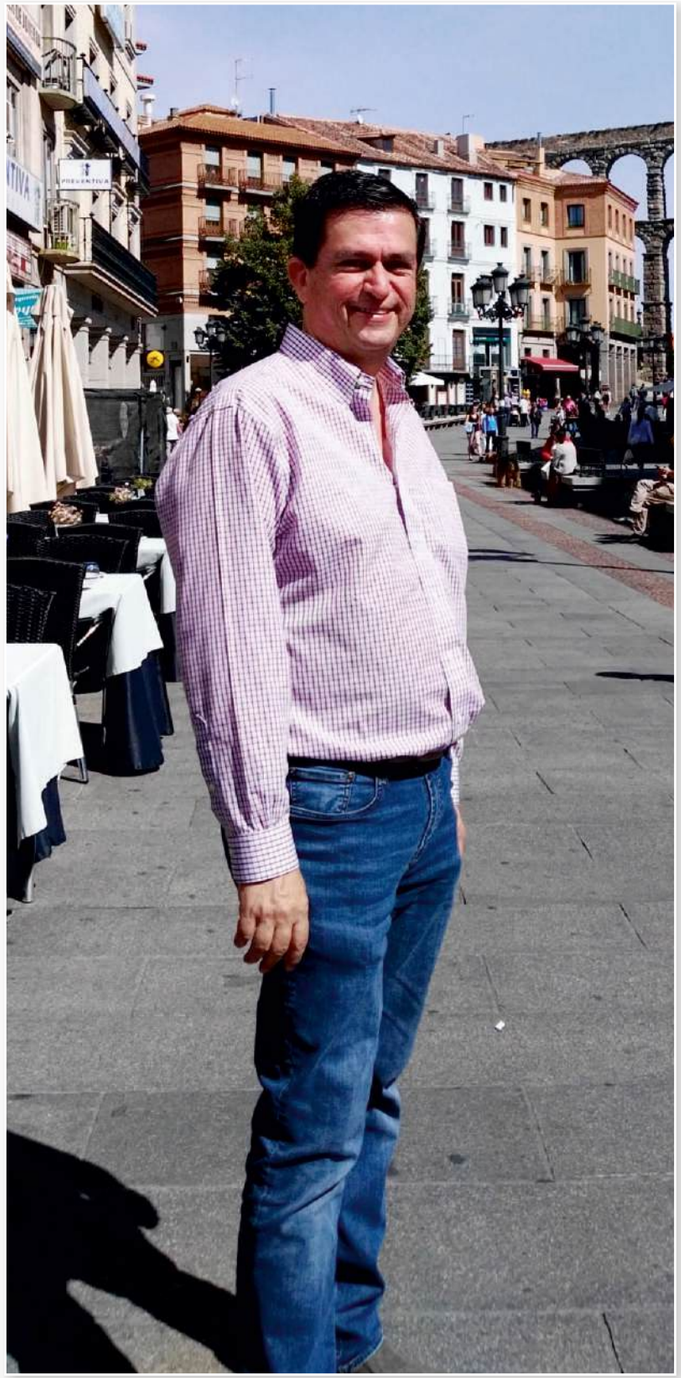
Tax, Regulatory, and Fiscal Expertise

Mario and his team routinely resolve audits and regulatory requirements before SAT, IMSS, and Infonavit for clients across Mexico, and after twenty years in the field, he has seen the same preventable mistakes arrive at his door again and again. "The most common issues are weak internal controls over operations and a failure to reconcile electronic documents, known as CFDI, with tax compliance records," he explains. "Another frequent mistake is inadequate planning and a reluctance to recognize that solutions can be found by making informed decisions based on reliable information."

A SAT audit ranks among the most stressful moments any business owner will face, and Mario has learned exactly what needs to be said in that first difficult conversation. "I explain that they must be thoroughly prepared for every issue or question that may arise during discussions with the authorities and remain focused on the specific information requested by SAT," he says. "At the same time, we identify weaknesses in internal controls and establish new procedures where necessary. I also assure them that we will devote our full attention and apply all our knowledge and experience to present the company's operations clearly and effectively to SAT."

Mexico's fiscal landscape shifts constantly, and staying ahead of it requires more than reacting to change as it happens. "We invest continuously in training, professional education, and the development of all employees whenever new criteria emerge or laws change," Mario notes. "We also provide our clients with timely recommendations so they can make any necessary adjustments to their internal controls." That breadth across tax, audit, and compliance, he explains, gives clients something a narrow specialist simply cannot offer. "A comprehensive view of the entire situation. This



enables us to ensure that every recommendation made to the company is implemented correctly and to monitor compliance and progress on a monthly basis."

Building Zaldivar Consulting: People, Trust, and Results

Mario's client base spans entrepreneurs, small businesses, and established organizations simultaneously, and each requires something entirely different from him. "Entrepreneurs typically need close

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support to understand their obligations from the outset and to build solid administrative, accounting, and tax foundations," he explains. "Small businesses need practical solutions, stronger internal controls, and timely information to make better decisions as they grow. Established organizations require more specialized advice, coordination across departments, audit support, compliance planning, and a broader understanding of how tax, accounting, labor, and regulatory matters affect the entire operation."

At the heart of every one of those relationships sits a single word Mario returns to often: trust. But for him, trust is never abstract. "Trust means being present, transparent, and technically prepared when a client needs certainty most," he says. "It means explaining risks clearly, providing accurate information, anticipating potential consequences, and offering realistic, legally supported solutions. When a client's financial future is at stake, trust involves more than providing advice. It means taking responsibility, following up consistently,

"Redefining excellence means combining technical knowledge with practical judgment, integrity, and long-term commitment."

and helping the client make confident, compliant decisions."

Mario also sees an opportunity that many Mexican businesses are consistently leaving on the table, one rooted in Mexico's own strategic advantages. "Many Mexican businesses still fail to capitalize fully on the opportunity to operate within a professional international structure," he explains. "Mexico has strong commercial ties, strategic geographic advantages, and important trade agreements, yet companies often miss opportunities because they do not plan their tax, customs, accounting, payroll, and compliance obligations in an integrated manner. The real opportunity lies in preparing the business to compete internationally with proper controls, documentation, and tax certainty."

Leadership, Vision, and Redefining Excellence

Having guided businesses through two decades of economic shifts and regulatory disruption in Mexico, Mario has developed a clear view of what separates truly resilient businesses from the rest. "Truly resilient businesses do not wait for problems to become emergencies," he says. "They invest in information, planning, internal controls, and professional advice before making important decisions. They understand that compliance is not merely an obligation, but also a tool for protecting continuity, reputation, operations, and profitability." His advice to every client is consistent: remain resilient and adaptable, keep records up to date, analyze risk continuously, and correct processes as the business environment evolves.

When asked what redefining excellence in tax and financial consulting actually means, especially when most clients simply want someone they can trust, Mario's answer reflects a deeper philosophy than compliance alone. "Redefining excellence means combining technical knowledge with practical judgment, integrity, and long term commitment," he explains. "Clients want someone they can trust, but that trust must be supported by results, preparation, and the ability to explain complex matters clearly. Although many clients focus primarily on the amount of tax payable, they must also pay closer attention to the underlying processes, allowable deductions, the substance and actual timing of transactions, and their legitimate business purpose. For us, excellence means helping clients comply correctly, avoid unnecessary risks, strengthen their operations, and use financial and tax information as a foundation for better decisions."

Looking toward what comes next, Mario is already positioning Zaldivar Consulting to lead Mexico's digital and AI driven compliance transformation, rather than simply follow it. "Zaldivar Consulting is preparing for this transformation by continuously expanding its expertise, adopting digital tools, and helping clients understand how technology is reshaping tax, accounting, and compliance processes," he says. "In Mexico, electronic invoicing, digital accounting, SAT platforms, payroll CFDI, cross referencing of information by government authorities, and data driven reviews already require companies to be more organized and precise. Artificial intelligence and automation will make accurate information, strong controls, and timely analysis even more important. Our role is to help clients use technology responsibly, efficiently, and in full compliance."

Vision, Legacy, and the Standard He Sets

After twenty years of guiding businesses through some of their most pivotal and pressured moments, Mario is clear about what he hopes clients remember most when they look back on their time with Zaldivar Consulting. "I would like them to say that Zaldivar Consulting gave them clarity, confidence, and direction at pivotal moments in their business history," he reflects. "That we helped them understand their obligations, prevent risks, resolve complex situations, and make better decisions based on reliable information. Above all, I would like them to remember that we worked with honesty, commitment, and a genuine interest in protecting the continuity and success of their companies."

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That answer captures a leader who built his career not on chasing growth for its own sake, but on becoming the steady, trusted presence businesses turn to when uncertainty feels overwhelming. After two decades, it is that reliability, more than any single credential, that continues to define both the man and the firm he built.