

THE BUYERS GUIDE

For Purchasing Products and Services
Of the Tax Resolution Industry

Complements of



UNDERSTANDING THE TAX RESOLUTION INDUSTRY

(In simple, easy to understand language)

For years, potential clients of the tax resolution industry have had a very confused and misguided understanding of how the tax resolution system works, and what the tax resolution is all about. This educational piece was created and designed to assist you to first, understand, secondly, to know a great amount of true facts concerning the tax resolution system and, then apply this understanding to your particular tax situation.

IN THE BEGINNING

In the beginning, a potential tax resolution client receives some form of notification from the Internal Revenue Service “IRS”, (The U.S Treasury Department) describing some sort of tax debt by that individual to the IRS. In many cases the dollars amounts can be quite high, and the overall information in the letter can be somewhat confusing and difficult to understand. Mixed emotions, combined with personal recall of the IRS’ reputation for collecting tax liabilities, plus an unclear message from the correspondence you have received places you in a compromised position to seek and then be refreshed and protected by an Expert Authority who will indeed represent you, and make most, if not all of your tax resolution issues and debt vanish. (Ideally speaking)

SEEKING AND OBTAINING A REPRESENTATIVE

You are motivated and anxious to find the best, most authoritative and most successful tax resolution service you can acquire. You search the internet, you answer advertising displays, and you even call and respond to direct mail advertising pieces you have received. The following questions come to mind: Where do I go? Who do I trust? Who can really help me? Finally, you choose a firm you feel good about. These good feelings commence from your telephone experience with the firm. The firm has managed to win your confidence and therefore your approval. You feel that you are most comfortable with the terms of the agreement offered and therefore accepted by you. Most important of all, you now feel, and maybe even know that the firm you have chosen gives you the peace of mind that your tax resolution case will be handled expediently and successfully.

THE TRUE FACTS ABOUT THE TAX RESOLUTION SYSTEM AND WHAT THESE FACTS MEAN TO YOU

In the operations of a tax resolution case, there is a considerable amount of time spent communicating with the IRS. In this process the IRS will require a great deal of information about your case. The firm you select must continuously come back to you for this information, and will depend on your readiness and quick response to provide the information for the IRS to further your case to success. The IRS will ask for even more information based upon materials you have already sent them, and many of the materials and information requested from you may be difficult or even impossible to find. It is not a coincidence that this formula sounds like a wearing down process, because that is exactly what it is. This procedure is common; the IRS has the right to investigate information about your case as thoroughly as they wish. However, a tax resolution firm can use the seeking of information by the IRS combined with a long term payment contract with you, the client, to wear you down. It is at this point where one must really evaluate the effectiveness and caring attitude of the tax resolution firms' customer service department. Please remember, while you, the client, are experiencing this part of the process, the attitude and composure of the tax resolution firms' customer service personnel will play a vital part in assisting you to proceed in constantly providing information requested by the IRS. Constant caring, customer service provided by the tax resolution firm you choose to contract with is ultra important for you, the client, to make it through the "Wear Down Process". Most importantly for you to know and understand is that the most expensive and time consuming task the firm you selected must face is relying on you, the client, to find and produce the information the IRS is requesting. Your firm must relay all this information to the IRS and also log all this information in your hard file and your computer file in order to maintain a position in which the firm can control and, therefore, be in the best possible position to win your case.

IMPORTANT POINTS TO CONSIDER **FOR THE TAX RESOLUTION INDUSTRY**

- I. **IN THE BEGINNING:** There is confusion, anxiety, and perhaps, even fear about having any form of IRS debt. Most people have to clear their calendar to make time to find assistance for these tax issues. Never allow the anxiety or fear to take over. Never be impetuous about finding assistance. Take your time. Be calm. Ask questions, and work to understand the issues. Never allow fear to motivate any decision that you are confronting concerning tax issues, or any other issue.

- II. Now that you have a better understanding of the tax resolution process concerning each case, never sign an agreement with a tax resolution representative because of PRICE. **NO ONE CAN OR WILL SOLVE A \$20,000 TAX ISSUE CASE FOR \$2,500. YOU KNOW BETTER THAN THAT!**

- III. You now have a much better understanding of the degree of difficulty concerning a tax resolution issue case. You know there can be lengthy periods of time spent on negotiations and communications. Furthermore, you comprehend that there is a large amount of file information and communication exchange with your representative who must then forward this to the IRS. Therefore, please consider the followings:
 - a. All casework and case management should be conducted within the State you reside.
 - b. All customer service should be conducted within the State you reside.
 - c. All legal responsibility of your tax resolution representative should be handled within the State you reside, at a local office.

- IV. Now that you know and understand how complicated a tax resolution case can become (Note: a very important point), you must protect yourself from limited issue contract. In this expose, we have learned that new issue can arise during the negotiations and information process with the IRS. Therefore, you do not want to sign a contract that covers 2 or 3 case points describing your entire case contract. Make sure your contract stipulates that all issues* arising from the negotiations of your case will be addressed and settled on.

- V. Beware of the long term payment arrangements (7 months or more). This expose explains in great detail the correspondence, exchange information, and negotiation process involved in a tax resolution case. We also explain that you will be called upon and required to provide information many times during the process. This time of your participation in this process is referred to as the “wearing down process” set upon you, the client. Constantly being called upon to provide information to further your case’s position is a very frustrating and miserable experience. When a tax resolution firm offers their clients a long pay period to pay off their case (sometimes charging handling fees and/or interest), the firm is exposing their client to more time in the Wear Down Process Zone. In the majority of these types of cases, the clients drop out of the contract because they are tired and frustrated of providing information accompanied with a long term payout plan. In the mentioned cases, the firm that represents you keeps all the money they have collected (usually 70+% of the original contract fee, and interests) and you have defaulted on your contract by failing to provide all the information necessary.

* Please refer to price criteria (#II) and comprehensive representation - does not include Tax Returns

Please consider this: It is most advantageous to you, and most protective for you to select a tax resolution firm that initiates a contract payment plan of four months, and in some extreme* cases, six months, to give you as little exposure as possible in the Wear Down Process Zone. This indicates to you that the firm you have selected is dedicated to doing the work and finishing the case promptly and successfully. (This is all in your best interest.) Please remember that the most expensive operation time for your tax resolution case is during the Wear Down Process Zone. A true tax resolution firm that is honest and successful will want to finish cases as fast as they can so they do not waste their profits in the Wear Down Process Zone.

Therefore, we always say, “It is profitable for our firm to successfully finish cases that are paid for in an expeditious manner.”

Please read section “V” a few times if necessary to make sure you fully understand it, and as a result, you will have a far better understanding of the tax resolution industry than most.

* cases of \$10,000 contract or below

IN SUMMARY

1. Despite how off guard you may be taken when you receive your tax issue (debt) notice, PLEASE DO NOT ACT IN HASTE, DESPAIR, OR FEAR.
2. The issue of PRICE should never be your main concern in choosing a tax resolution firm. Remember, if the work you contract for never gets done, or the work that is done is unsuccessful, the least expensive price you chose may cost you everything.
3. It is a known fact that tax resolution cases are complicated and difficult. Therefore, it is common sense that all case work, customer service, and all case management should be contained in the same state in which you reside.
4. It is imperative that you sign a contract with a tax resolution firm that is comprehensive, and includes all issues concerning your tax resolution problems.*
5. Your greatest wish is to start and finish your tax resolution case as soon as possible.** You do not want to spend too much time in the Wear Down Process Zone. You want your case to be totally paid for and successfully finished.

* Not including Tax Returns and please return to section "II"

** Refers to cases \$10,000 contract or below