

Confidential IRS Taxpayer Report

What You Can Do to Avoid the Nasty IRS Techniques Used to Abuse Taxpayers and Collect Taxes!

Dear Friend,

Life is tough enough without having to worry about the IRS.

Constantly trying to improve at your job and keep your family happy takes up gobs of time that you don't have

The IRS has absolutely no idea of the constant stress you are under.

And if they did they wouldn't even care!

Let's look at what happens to most people, especially the self-employed, when it comes to taxes. I'm not going to bore you to death with facts and figures and a bunch of tax terms. I'm just going to tell you how it really is.

First of all, the average citizen has not been trained in dealing with taxes or for that matter in running a business.

As your income or business grows, so does your IRS Problems. You know you should be doing something differently but you are not sure what.

This is where the nasty part of the IRS comes in . . . if you wait for them to get to you, then you'll be operating at a severe disadvantage, kind of like fighting Mike Tyson with one hand tied behind your back.

It's easy to find yourself in this position. If you relate to all this, the rest of the information in this report will be of the utmost importance to you, your business and your family.

There is so much bad information out there about what the IRS does and does not do . . . that you don't know what to believe and what applies to you. Once you learn the straight facts from this report, you'll have all the information you need to avoid the nasty things the IRS can do to you, your business and family.

Let's look at the most common ways taxpayers get into IRS trouble and how you can avoid them. I seriously think it's a toss up regarding which is more common, either Not Filing or Not Paying. The reality is that both of these IRS problems are often found together, just as the saying goes: where there is smoke there is fire. Not paying estimated taxes is an easy way to start your IRS problems. The dates the quarterly estimated tax payments are due . . . April 15th, June 15th, September 15th, and January 15th make no sense. These dates are not the end of quarters and some of the due dates are only 60 days apart. What's up with this? No wonder taxpayers are confused as to making estimated payments! If you can remember the quarterly estimated tax due dates, you're in the minority.

Another confusing IRS calculation that often causes taxpayers to skip their estimated payment is trying to figure out how much to pay.

Missing one or two quarterly estimated tax payments is not the end of the world . . . but it is certainly the starting point of big IRS troubles.

What happens is that after a taxpayer misses one or two or all of the required estimated tax payments for a whole year, he starts getting scared that he may owe a bunch of taxes and penalties.

Well in most cases he's right . . . and this is where BIG IRS Problems start!

Many taxpayers decide at this point not to file their tax return on time or at all!

Instead they start sliding down a greased hill that almost always leaves them worse off than if they just filed on time and dealt with the fact that they owed some taxes for last year.

Unfortunately the due date of the taxpayer's personal tax return (April 15th) is also the due date of the taxpayer's first quarterly estimated tax payment.

I've found that taxpayers that fail to file last year's tax return also fail to make this year's first quarter estimated tax payment and start the cycle all over again.

In order to avoid this starting point of IRS Problems, you need to discipline yourself to file your tax return on time even if you can't pay a penny.

Yes, it's much better to file and owe . . . than to not file and owe. Let me tell you why!

The IRS is very harsh on taxpayers who blatantly disregard the tax laws and especially the tax law that says you must file a tax return each year.

In fact not filing your tax return can be looked upon as a CRIMINAL ACT. That's right, you can be prosecuted Criminally and charged with "failure to file."

The criminal penalty for failure to file is incarceration for one year in a Federal Prison for each unfiled tax return! This is certainly not something that most taxpayers have in mind when they stop filing their tax returns.

So avoid this possible outcome altogether and make sure you file a tax return each year on time regardless of how much you owe. *(If you have some unfiled tax returns, then call my office for a free confidential consultation to discuss having your tax returns prepared as soon as possible to avoid any possible loss of your freedom.)*

Now that you've filed, the next most common problem is owing the IRS taxes, penalties and interest and not knowing what you can do about it.

This is where all kinds of confusion exists in taxpayers' minds as to what the IRS does to taxpayers who can't pay.

The IRS has all sorts of weapons to invoke on unsuspecting taxpayers who owe them taxes, penalties and interest, including seizing your assets.

In many cases this includes levying checking accounts or any moneys owed to you from commissions. Taking your money right out of your bank account is bad enough . . . but even worse is

If you own your own business, the IRS attempts to collect your taxes from customers who owe you money because people are generally afraid of the IRS and want as little as possible to do with them.

The last thing they want is for your IRS problems to cause them to have to deal with the IRS on your behalf.

It typically causes them to distance themselves from you and avoid doing business with you in the future as well as telling everyone they know about your IRS problems.

All of this can cost you a fortune in future lost business not to mention all the games that are played when others are forced to turn over the money they owe you to the IRS.

What I've seen happen in these situations is that when the customer is legally forced (levied) to pay the IRS the money they owe you, often he or she will lowball the amount they say they owe you.

They'll argue that the work you did was not finished or not done properly and they owe you a lesser amount.

This means the IRS not only screws up your reputation, but when they attempt to collect all the money others owe you, they fail to collect the total amount due from them and then turn to you for the difference.

Imagine how you'll feel with all your customers looking at you funny and wanting nothing to do with you, while at the same time still owing the IRS a bunch of taxes, penalties and interest.

The way to avoid such a nasty outcome to an IRS problem is by not providing the IRS information about anyone who owes you money.

The sooner you share this information with the IRS the worse off you'll be in negotiating a settlement with them.

Sure, they can force you into telling them who owes you money along with their address and how much they owe you . . . but you don't have to give that up during your initial discussions with the IRS.

Instead you'll want to work towards some type of resolution with the IRS with the understanding that they will not contact any of the people that owe you money unless you fail to live up to whatever deal you negotiate with the IRS.

This is a much better solution than giving the IRS control over your business by handing them a list of your best customers.

Remember the IRS does not care what happens to you, your business or your family.

Business relationships that took you years to build can be ruined overnight by the IRS. Do not put yourself in that position by giving them more information than they need unless legally required to.

Most IRS employees have no idea what it's like to run a business and make a payroll. Don't expect them to even try to understand.

You're dealing with an individual who has chosen the security of a government job and regular paycheck.

Depending on the size of your business you may have some other IRS problems with payroll taxes or other issues related to who is an employee or an independent contractor.

The IRS takes a very harsh line when it encounters small business owners who are behind in making payroll tax deposits or filing the quarterly payroll tax reports.

In fact in many cases the IRS would rather close your company than attempt to work out some type of resolution. The first meeting with the IRS regarding unpaid payroll taxes is often the most important.

What is said during this initial meeting with the IRS may determine whether or not your business remains open. Be very careful how all questions are answered during this initial interview with the IRS.

All problems in life can usually be put into two Categories. The first category consists of problems that will get better by themselves if you just wait, like the common cold. The second category includes problems that will never get better by themselves and in many cases will only get worse, like a hole in the roof of your house.

Unfortunately IRS problems fall into this second category and do not get better by themselves. In fact they always get worse the longer they are left unattended. Call me for a Free Confidential Consultation to discuss ending your own IRS problems before they get worse!

Sincerely yours,

David B. Greene

P. S. If you're not ready to deal with your own IRS Problems today then do a friend or business associate a favor and give them this report. They'll be happy you did and you'll be doing the right thing!

HERE ARE THE FIVE TAX SECRETS I PROMISED TO SHARE WITH YOU

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TAX SECRET # 1

FILE ALL IRS REQUIRED TAX RETURNS ON TIME!

Many people do not realize that the IRS charges you a penalty of up to 25% FOR JUST FILING YOUR TAX RETURN LATE. That's right, 25% of what you owe. This includes Individual tax returns, Payroll tax returns or Corporate tax returns.

What people don't know is that you can file ANY tax return on time and AVOID THE 25% PENALTY even if you don't send in the money that is owed on the tax return.

Yes, of course you'll get some ugly mail from the IRS for not sending in the money owed; but so what, you will have avoided a 25% penalty.

I COULD HAVE SAVED so many people THOUSANDS OF DOLLARS on penalties if they just knew this one thing. So, in the future no matter what is going on in your life, file all tax returns on time even if you don't send in the money owed with the return.

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TAX SECRET # 2

DON'T PAY IRS PENALTIES!

The IRS has over 148 different types of penalties. And boy do they love to hand them out. The worst part is that the IRS also charges interest and additional penalties on the original penalty.

So you must try to get these penalties reduced or completely abated to zero.

After you have decided to make a request to the IRS to "Abate Your Penalties," you must consider where and when to make this request. In my experience your chances are better in dealing with the IRS Service Center in Ogden, Utah. The timing of your request depends on the type of penalty assessed against you. It

always makes sense to request penalty abatement before you pay the IRS. However, if you have already paid the bill, it can't hurt to ask for a penalty abatement and refund.

These penalties can often be reduced to ZERO if you have "REASONABLE CAUSE." What makes up REASONABLE CAUSE you ask? Well in my experience in negotiating with the IRS, anything may qualify as long as it's reasonable.

I've had the IRS abate penalties for medical reasons, bad accountants, ignorance of the tax laws, ex-spouses, helping to provide care for a loved one, military call-ups, fires, floods, alcoholism, drug abuse, death and even for relying on IRS advice.

Penalties can be such a high percentage of the total amount owing to the IRS, it usually makes sense to consider requesting the IRS to reduce all penalties to ZERO.

**YOU MAY BE PLEASANTLY SURPRISED.
YOU HAVE NOTHING TO LOSE AND THE SAVINGS COULD BE HUGE!**

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TAX SECRET # 3

ALWAYS PAY PAYROLL TAXES ON TIME

All Check Signers on Company Bank Accounts Can Be Held Responsible for Payroll Taxes!

If you are a check signer on the company checking account, it is your responsibility to make sure all Payroll taxes are being paid to the IRS at least monthly.

Sometimes businesses get behind on payroll taxes due to cash flow problems. The penalties and interest assessed by the IRS are excessive for this type of delinquency. This problem becomes worse with IRS penalties and interest, and the total amount owed can grow by 50% to 75% in a short period of time.

If the Company is now in cash flow trouble and approaching the DANGER ZONE, it may never be able to pay off the total amount owing. Each check signer may be held personally responsible for the payroll taxes. And I mean each of the check signers listed on the bank signature card. This often includes spouses, secretaries, employees, relatives, officer managers, or yourself.

Before the Company gets in the Danger Zone, you should get all non-essential check signers deleted from the bank signature card.

The IRS takes a very serious approach to collecting delinquent Payroll taxes and may levy or seize company assets in short order. The best advice I can give to you if you find yourself in this situation is NOT to meet with the IRS Revenue Officer who calls or comes to the door to collect these taxes. Often, how you answer his first 5-10 questions will determine whether you stay in business and if you or others will become personally responsible for the payroll taxes. One of the most important services I offer my clients is to meet with the IRS myself. This allows my client to concentrate on running his business and improving cash flow.

I have never had a good outcome where the Client meets with the IRS Revenue Officer himself.

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TAX SECRET # 4

AVOID IRS AUDITS AND IF YOU GET AUDITED . . . END IT QUICKLY

You can avoid most IRS AUDITS by doing just a few things.

THEY ARE:

- File on time
- Report all income for which you received 1099's or W-2's
- Avoid Schedule "C"
- Set up some type of record keeping system
- Don't make your return look absurd. If it does, attach an explanation.

When I say, "Don't make your tax return look absurd," I mean that your entire return must look reasonable. That goes for filing status, dependents, and expenses in relation to income. Our firm has represented many clients who were audited; and in most cases, I could see WHY just by looking at the returns. There would be adding errors, deductions on the wrong lines, deductions on the wrong form, missing forms, and often messy looking hand-written forms.

Also, most of the people who get audited are SELF EMPLOYED, and they have income and expenses reported on Schedule "C."

**THE MOST AUDITED FORM EVER KNOWN TO THE IRS IS
SCHEDULE "C!"**

Many people report losses on this schedule from their business, which causes all sorts of **RED FLAGS** at the IRS.

I suggest that those people who are being audited for the form SCHEDULE “C” go through the audit and then try not to file that form in the future. By not filing the FORM SCHEDULE “C” their chances of being audited in the future drop dramatically.

People who receive an IRS AUDIT LETTER in the mail asking them to come in or to call for an appointment must know this **EXTRA** secret.

YOU DON'T HAVE TO GO!
YOU DON'T EVEN HAVE TO TALK TO THE AUDITOR.

As a matter of fact, going or talking to the auditor yourself is the worst thing you can do.

The taxpayer Bill of Rights allows you to be represented by an attorney who can answer questions for you and provide documentation to the IRS. I STRONGLY SUGGEST THIS APPROACH. Many taxpayers attempt to handle their own audit or hire the person who prepared the tax return to handle it for them. The reason this usually does not work out is because most tax return preparers Do Not handle IRS Audits on a daily basis. The IRS can easily intimidate them, which usually results in an unfavorable outcome.

The best way to end an IRS AUDIT with a great outcome is TO END IT AT THE FIRST MEETING.

Whenever our firm represents clients in IRS AUDITS, we actually perform a trial audit in our office before we ever meet with the IRS. This allows us to know which areas need more documentation or answers. When we meet with the IRS **(WITHOUT OUR CLIENT)**, we can quickly answer the auditor's questions, provide documents and get to the bottom line. We always meet the IRS at their office or at ours, but **NEVER** at the client's.

Our AUDIT CLIENTS are usually very happy with our results.

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TAX SECRET # 5

DON'T PAY THE IRS . . . CUT A DEAL!

The IRS does deal on taxes owing, including all penalties and interest. The requirements are rigid; but if you qualify, the results are **FANTASTIC**. This great program is called the Offer in Compromise.

To qualify for a deal with the IRS, I would suggest that you owe the IRS at least \$50,000.00, and have very little in the way of equity in assets. Also, you must be using your monthly income to pay your necessary living expenses and not have much or only a small amount left over to pay old taxes.

If you meet these requirements, then you owe it to yourself to explore the possibilities of paying the **IRS MUCH LESS THAN THE TOTAL AMOUNT OWING**.

The IRS cuts these deals to get you back in the system as a current tax payer and to collect a few bucks on the old taxes owing. The fine print in these deals requires you to file your tax returns and pay on time for the next 5 years. If you don't, then the IRS revokes the deal and bills you for the original amount.

I've prepared many **OFFERS IN COMPROMISE**, had them **ACCEPTED**, and enjoyed seeing the taxpayers and their families get a fresh start. If you think you may qualify, then you must consider it as the best **TAX SAVING TOOL** available.

We will be happy to prepare an Offer in Compromise for you or help you take advantage of any of these other Tax Saving Tips. Just call for your free consultation.

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