

# Why IRS Rep Clients are Walking Annuities

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Tax Professionals, CPAs, EAs, and Attorneys

# Starting or Growing a Tax Resolution Practice?

## *Get 8 Money-Making Tips*

This lucrative area is in high demand with few tax professionals that are trained in this area, meaning more clients for you! Learn:

- 6 tax practice growth areas that can generate more revenue for you in 2021
- How to avoid 5 common mistakes tax professionals make when handling a non-filer or client with a debt issue
- And more!

**Sign up to watch the free video now:**

[TaxRepLLC.com/NATP2021](https://TaxRepLLC.com/NATP2021)





### **Eric L. Green**

My name is Eric Green. After 20 years as a Tax Attorney and 14 years teaching and writing about tax representation, I saw the need to help CPAs and EAs learn this area.

The demand is huge – my law practice has exploded to 22 employees focusing on tax resolution. I started a program for tax professionals like you because you are uniquely qualified and accredited to do this work. And having worked several tax seasons myself at the beginning of my career, I now know there is a better way of life!

# **Add a Profitable New Revenue Stream to Your Tax Firm**

- Earn What You're Worth
- Make More with Fewer Clients
- Benefit from Less Competition
- Get Paid in Advance
- Collect a Steady Cash Flow All Year Round
- Escape the Stress of Busy Season
- Serve Grateful Clients

## **Learn How with Tax Rep Network**

"Eric, I took your advice and started my IRS representation practice after the course. Without any further advertising other than adding "IRS Representation Practice" to my sign, I added an immediate \$18,000 to my billings on just a few client matters. Marketing to my own clients added more than \$140,000 in income by the end of the first year! The workshop is straightforward and easy to follow, my only regret being that I did not do this sooner. Thank you!" - *Anthony Delucia*

"The representation side of my practice has just exploded thanks to Eric. I have added staff and now focus my business on much more lucrative representation matters. There is no way this would have happened without his expertise..." - *Dawn B.*

"I just wanted to say thank you for today's webinar. I have been doing taxes for 19 years and this was by far the best training that I have ever attended, and I attend a lot." - *Stan F.*

**Find Out More: [Taxrepllc.com](https://taxrepllc.com)**



203-285-8545 | [support@taxrepllc.com](mailto:support@taxrepllc.com)

## The Tax Rep Network Team



**Eric L. Green**  
Instructor & Coach



**Jeffrey Sklarz**  
Instructor & Coach



**Amanda Evans**  
Coach



**Sandi Leyva**  
Marketing Instructor

# WHAT YOU GET



Two Books



Video Training Library



IRS Representation Conference



Checklists and Downloads



The 100K Challenge



Marketing Support



Advanced Training



Discussion Forum



Software Discounts



Case Studies



Q&A

Find Out More: [Taxrepllc.com](http://Taxrepllc.com)



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## Testimonials

"Eric has done a great job outlining the steps needed to help resolve a taxpayer's IRS debt. His use of practical examples, exhibits, and clear explanations is very valuable. This book is helpful for those with little experience with the IRS collection process as well as a good review for those more experienced in IRS collection matters." -Terry D., EA

"Eric Green has offered a superb resource for CPAs! This book takes you by the hand and guides you step by step through the intricacies of the IRS Collection process. Eric draws on his real-life experience with clients and shares these stories for the benefit of the reader. The exhibits are super thorough. I find it very easy to follow and loved the practice tips. Keep it on your desk!" -Allie P., ESQ

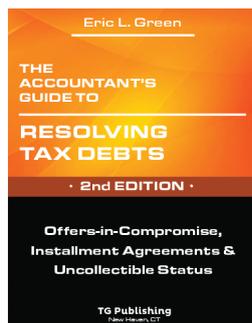
"WOW!! Eric Green's The Accountants Guide to IRS Collection covers every aspect of the Federal Collection Process. The book is filled with a HOT TIPS and is a step by step guide to various approaches the resolving your clients collection issues. A must have book in every practitioners office." -Ray L., EA

## The Accountant's Guide to IRS Collection: A Step-by-Step Guide to Resolving Your Client's Tax Debt



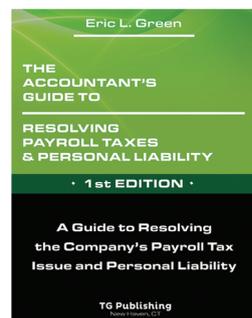
If you've been thinking about expanding your tax practice to serve clients that are behind in filing or payments or both, then this is perfect guide. You'll learn the procedures you need to know so you can add this lucrative, in-demand service to your tax practice.

## The Accountant's Guide to Resolving Tax Debts: Offers-in-Compromise, Installment Agreements, and Uncollectible Status



More than 14 million people owe the IRS money, and many of them need the help of a tax resolution professional. This guide steps you through the procedures you need to know to help tax clients who have debt with the IRS.

## The Accountant's Guide to Resolving Payroll Taxes & Personal Liability: A Guide to Resolving the Company's Payroll Tax Issue and Personal Liability



Unpaid payroll taxes are the number one reason why small businesses get into tax trouble. Complete with procedures, forms, case studies and checklists, this guide has everything you need to help clients navigate payroll tax debt with the IRS.

**Find Out More: [TGPublish.com](http://TGPublish.com)**

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"My tax practice has grown because of Tax Rep Network. It gave me an opportunity to understand the client more. It gave best case and worst case scenarios, which is always great. At least I knew what to do and how to make the best decision for the client. So yes, it has helped tremendously." -Amber P.

"I joined Tax Rep, LLC because I realized I needed a revenue stream outside of tax season. When my first tax season ended, I was thinking, 'Wow, I'm not going to have as much revenue.' I got trained as a tax resolution specialist, and I've been able to really grow my practice and help clients. I've probably increased my revenue by \$150,000. I'm a solo practitioner, so it's not as big as maybe some others, but without Tax Rep, LLC and Eric Green's help, none of that would've been possible." -Patrick W.

## Eric L. Green



Attorney Eric L. Green is a practicing tax attorney, author, speaker, and coach. He founded Tax Rep LLC which runs the popular tax representation practice-growth training and coaching program Tax Rep Network. Through his role as the primary instructor and coach at Tax Rep Network, he has helped hundreds of accountants start and grow successful tax representation practices.

Eric is a partner and founder of law firm Green & Sklarz LLP, which is based in New Haven, Connecticut, where his focus is taxpayer representation before the IRS, Department of Justice Tax Division and state departments of revenue. Prior to becoming an attorney, Eric served as a senior tax consultant for national and international accounting firms, including KPMG and Deloitte & Touche.

Eric developed a national reputation by building a remarkable record of negotiating favorable settlements in thousands of civil cases against government agencies and has also been able to convince government agents and attorneys to forgo criminal charges and civilly resolve many cases.

Eric is a Fellow of the American College of Tax Counsel, an organization in which membership is an honor reserved for those at the top of their chosen profession. The College's members, called "Fellows," are recognized for their extraordinary accomplishments and professional achievements and for their dedication to improving the practice of tax law. Fellows must be nominated by their peers for this honor.

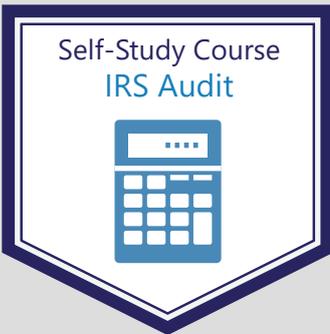
Eric is a frequent lecturer at American Bar Association Tax Section conferences, accounting conferences, and state Enrolled Agent conferences. He served as adjunct faculty at the University of Connecticut School of Law where he taught law students to handle taxpayer representation matters in the low income taxpayer clinic. He is often quoted in the Wall Street Journal, USA Today, CreditCard.com and Consumer Reports Financial News.

Eric is the author of the Accountant's Guide to IRS Collection, the Accountant's Guide to Resolving Tax Debts, a contributing author on Advocating for Low Income Taxpayers: A Clinical Studies Casebook and was interviewed for the book Stop Hiding from the IRS: The Insider's Guide to Solving Your Tax Debts Once and For All.

Attorney Green received his Bachelor of Business Administration degree in Accounting with a minor in International Business from Hofstra University and is an honors graduate from New England School of Law. He earned a Masters of Laws in Taxation from Boston University School of Law.

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# Become a Certified Tax Representation Consultant



**Certified Tax Representation Consultants** possess specialized knowledge in five areas of tax representation and are highly valued by taxpayers.

## Who Can Apply

- You must be an attorney, CPA, or EA
- Complete the five tax resolution courses
- Submit an application

## Benefits of the CTRC Credential

- Improved marketability and visibility
- Competitive advantage
- Best practice training
- Growth in your practice or career

Become a CTRC, and join an elite group of experts providing taxpayers with best-practice tax representation solutions.

**TaxRepLLC.com/CTRC**

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# Why IRS Rep Clients are Walking Annuities

Eric L. Green, Esq.



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## Eric Green, Esq.

- ▶ Managing partner in Green & Sklarz LLC, a boutique tax firm with offices in Connecticut and New York.
- ▶ Focus is civil and criminal taxpayer representation before the Department of Justice Tax Division, Internal Revenue Service and state Departments of Revenue Services.
- ▶ Has served as a columnist for CCH's Journal of Practice & Procedure.
- ▶ Attorney Green is the past Chair of the Executive Committee of the Connecticut Bar Association's Tax Section.
- ▶ Eric is a Fellow of the American College of Tax Counsel ("ACTC").
- ▶ Founder of Tax Net Network



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# Eric Green, Esq.



Instagram

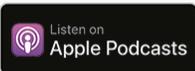
IRS REPRESENTATION  
Conference



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- ▶ *Send us your shirt size and address*
- ▶ Enjoy your T-Shirt by Next level Apparel!



## Yes, we've heard it...

- ▶ There is no money in IRS problems.
- ▶ These people are broke and cannot pay!
- ▶ The IRS will retaliate against me!
- ▶ It's a one-time thing and then they're gone!

## Reality Check

- ▶ There is no money in IRS problems. **We are a \$5 million firm, so sorry this is BS**
- ▶ These people are broke and cannot pay! **Made a family in NY CNC making \$170,000. Not broke just cannot get their head above water.**
- ▶ The IRS will retaliate against me! **I've done this for 21 years and say a lot of stuff on my podcast, and I have never been audited.**
- ▶ It's a one-time thing and then they're gone! **Nope – walking annuities**

## So the owners of a steel company walk into a law firm...

- ▶ The story
- ▶ The frustration
- ▶ Walking annuities

## The annuities that return

- ▶ PPIA – a revisit every 12-18 months
- ▶ Payroll issues? Sales tax issues? They'll be back!
- ▶ Monitoring transcripts and invoices, the gift that keeps on giving!

## Tax Rep 2018 Survey

- ▶ Average Non-Filer Case? \$17,200
- ▶ Average Payroll Tax Case? \$15,450
- ▶ Average OIC? \$8,350
- ▶ So, how many clients do you need to add \$100,000 to your bottom line, per year? 6-12!
- ▶ Oh yeah, and you can make an extra \$50,000 a year monitoring their notices and transcripts for every 100 clients you have pass through

## Want to build a REAL tax rep practice?

- ▶ Come Join us inside Tax Rep
- ▶ Get access to over 100 hours of training
- ▶ Get access to the top tax conferences on representation
- ▶ Get access to our forms
- ▶ Get access to our marketing and our live marketing training webinars
- ▶ Get access to our live Q&A

## NATP Special Pricing

- ▶ The NATP members get a special introductory offer
- ▶ Four months at \$100 off
- ▶ Save \$400
- ▶ Four months to start training
- ▶ Four months to kick start your new revenue stream!
- ▶ Go to <https://taxrepllc.com/trn-natp/>



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## Join TRN

**Make 2021 your final tax season!**



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## Questions?

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