

## **FREE REPORT**

### **HOW TO CHOOSE A TAX REPRESENTATIVE**

Choosing a representative to represent you before the IRS is a very important decision. Any dealings with the IRS are serious and can have very lasting and impactful ramifications. When choosing a representative, here are five questions that you should consider:

1. Will you deal with a real tax professional or a sales rep?
  - Too often, tax resolution firms only provide access to sales representatives. Only attorneys, CPAs, and enrolled agents are permitted to represent clients before the IRS. You need to know and have access to the person who will actually represent your interests before the IRS.
2. What is their experience level and background?
  - Not all representatives are created equal. You can choose from attorneys, CPAs, and enrolled agents.
  - You need to pick a firm that has a proven track record with resolving IRS issues. Ideally, you want a firm that has experience on the inside of the IRS as a former IRS attorney, revenue officer or agent.
3. Does the firm or practitioner offer a free initial consultation?
  - Once you've identified an attorney, CPA, or enrolled agent that you think is qualified to handle your case find out if they offer a free consultation. While professionals are compensated for their time, they should be willing to spend an hour with you free of charge. This time will help you evaluate the professional and determine if you feel comfortable going forward with the engagement.
4. Does the practitioner educate you about your case?
  - Some professionals are coy when it comes to educating their clients. They would prefer that you just pay them and get out of the way. Don't accept this from your representative. Ask lots of questions, and expect quality answers. If you get resistance from the representative, keep shopping.
5. Is the practitioner telling you what you NEED to hear?
  - This may be a little bit difficult to determine for the laymen, but a little common sense goes a long way. For example, is the representative telling you things that sound too good to be true? For example, are they telling you they can resolve your IRS tax debt for "pennies on the dollar" when

they don't really know that much about your case? If this is happening, find another professional. IRS issues are too serious to place in the hands of a representative that will promise outrageous results merely to get you to sign on the dotted line. Conversely, you don't want to deal with a representative who tries to scare you into signing up either. Some representatives will tell you horror stories about losing your house or going to prison because of your tax debt to get you to retain their services. While these are possibilities, they are very remote. Your representative should not leave you feeling like you are going to get out of your obligation completely, or like you are going to be thrown into a dark pit for your transgressions. Instead, you should feel informed and confident that you will ultimately reach a final resolution with the IRS.

Gregory Tax Resolution Services, LLC is a tax resolution firm that is co-founded by two former IRS attorneys, Deborah and Garrett Gregory. They worked for the IRS' Office of Chief Counsel for over 25 years of combined experience. The firm offers a 1-hour free consultation with Deborah or Garrett Gregory. Call to today at (888) 346-5470 and talk to a former IRS attorney who will tell you what you need to know about resolving your IRS problems.

**DON'T FIGHT THE IRS ALONE, LET A FORMER IRS ATTORNEY FIGHT FOR YOU!**