



Tax Problem Resolution

*Effective Strategies for Adding
Tax Resolution Services to your
Tax or Accounting Practice*



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Tax Problem Resolution

Every year, many individuals and small businesses get into trouble with their tax liabilities, fall behind on their tax payments, and need trusted guidance to help make things right. If a client comes to you with a tax problem, are you prepared to help them? Here are just a few quantifiable business reasons why **tax resolution services** should be part of *your* suite of offerings:

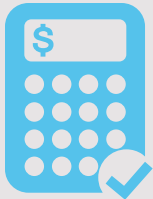
- **Good market demand** – People with tax resolution problems live in virtually every zip code.
- **Good profitability** – Tax resolution service providers typically use a “value pricing” model – a generous flat fee for work performed, rather than the traditional trading of dollars-for-hours.
- **Good hedge against “commoditization”** – Tax resolution is a high-value service that can help replace a possible loss in revenue from services that are being increasingly “commoditized,” such as tax preparation.

Taxpayers with IRS problems need help from their accountants more than ever. You may have heard **myths about local tax resolution services**, but you should seriously consider this new market opportunity.

Want more?



Get first-hand insights from tax resolution experts Larry Lawler and Michael Rozbruch by **clicking on the links** within this guide.



How big is the tax payment problem?

According to IRS statistics, about one in 15 taxpayers has IRS-related problems. That includes individuals and businesses. But, oddly enough, most tax problem cases stem from an event in which a tax payment issue is a side effect.

Learn now why the thought of being audited isn't **the worst tax problem** for a taxpayer with a tax problem – and how a bad problem can have a positive outcome with the right professional help.

What can go wrong for small businesses?

They can face several pitfalls – from forgiveness of debt to financial incompetence or poor judgment to business reversals. Cash flow challenges are usually the root of such problems.

The IRS typically looks at cancelled debt as taxable income. Overextending on credit and poor planning can also sink a business that doesn't have good reserves. Cash flow issues can also drive a decision to pay employees their net payroll, while failing to remit payroll taxes on time.

Dive deeper now into **small business tax problems** and how professional guidance can position small businesses to fix or avoid tax-related issues.

So how does a taxpayer with a tax problem find relief?

A Certified Tax Resolution Specialist (CTRS) or an accountant with CTRS certification is in a great position to help by recommending the best way for a client to get their tax problem squared away with the IRS.

Fortunately, there are multiple approaches to tax problem resolution that can be taken to provide relief to a business owner with outstanding tax liabilities. Five of the most utilized solutions by a CTRS include:

1. Offer in Compromise
2. Installment Agreement
3. Partial Pay Installment Agreement
4. Penalty Abatement
5. Innocent Spouse Relief

Explore each of these [5 most common IRS settlement options](#) and how each can uniquely benefit your clients in need of tax resolution guidance.



Cash Flow is Key

When dealing with tax resolution cases for your clients, strong relationships with service providers can have a direct impact on helping to strengthen a client's cash flow and providing critical incremental value.

Outsourcing payroll to a company such as ADP®, for example, can help your clients better manage their cash flow, help them to comply with their IRS settlement, and ultimately help you provide a better service to your clients. Leveraging an industry-leading payroll service can help by assisting business owners with their payroll tax filing obligations – collecting and remitting to the tax filing agency with each payroll the tax monies owed. This helps ensure the money is there when tax deposits come due. In addition, a payroll service can help your clients maintain compliance with filing and payment requirements which, in many cases, is part of their IRS settlement.

“When we deal with the Internal Revenue Service and tell them that our client has commenced using ADP, they understand that we have now addressed one of the problems that may have led them to getting behind on employment taxes in the first place. Therefore, the IRS is much more willing to work with us to resolve the client's past problem.”

— Larry Lawler,
National Director and Founding
Member of the American Society of
Tax Problem Solvers (ASTPS)



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Getting Started

To learn more about how your practice can start a tax resolution service or expand upon one you already have, check out the [American Society of Tax Problem Solvers \(ASTPS\)](#) and [Michael Rozbruch's Tax & Business Solutions Academy](#). The ASTPS is a nonprofit professional association dedicated to providing education in the field of tax resolution. Michael Rozbruch's Tax & Business Solutions Academy trains CPAs, Attorneys, and Enrolled Agents who are looking to build highly profitable tax resolution practices. Michael hosts regularly occurring webcasts on effective ways to get started with adding tax resolution services to your existing tax or accounting practice. [Learn more with this recent webcast recording](#), hosted by Michael Rozbruch and ADP.

For more information on how you can partner with ADP to help create new revenue for your practice while providing your clients with payroll and unparalleled HR compliance expertise, visit adp.com/accountant or call **844-375-1ADP**.

About ADP®

You do more than accounting. We do more than payroll. Companies of all types and sizes around the world rely on ADP's cloud software and expert insights to help unlock the potential of their people. HR. Talent. Payroll. Compliance. Working together to build a better workforce.

ADP offers accounting professionals flexible partnership options to help increase revenue for your firm, including our [Revenue Share Incentive Program for Accountants](#), a popular option for firms offering tax resolution services. As you refer clients to ADP, you can also stay connected with anytime access to authorized client data and complimentary practice tools with our award-winning cloud solution Accountant ConnectSM. Learn more at adp.com/accountant.