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INTRODUCTION

What is Tax Business?

Refer to Business Structures to find out which returns you must file based on the business entity established. The federal income tax is a pay-as-you-go tax. You must pay the tax as you earn or receive income during the year. An employee usually has income tax withheld from his or her pay.

Do you have a background on accountancy and are the person everybody calls when tax time arrives and everybody is busy trying to understand forms and fill in the right paperwork? Working as a tax assistant from home is a viable and lucrative business idea, and can even be a seasonal business to complement your income.

Requirements

You will need to register with the IRS as a federal tax return preparer, and pass a competency exam to prove that you actually know what you are talking about. You should also apply for an IRS Electronic Filing Identification Number (EFIN) so you can file tax returns online for your clients, and a IRS Tax Prepared Identification Number (PTIN) so you can protect your social security number.

Unless you already are an experienced accountant you may need to take a tax preparation course so you can successfully pass the basic competency exam that checks your tax knowledge and allows you to prepare individual tax reports for your clients. Every year going forward you'll need another 15 hours of continuing education to stay up to date with the changes to tax. If you also wish to offer your services for small businesses you'll need to take another course on small business income tax.

Tax Filling Software

No software is a replacement for your knowledge and particular skills, or there wouldn't be much of a market for tax businesses, but it's true that the right program can make your life much easier. There are many different offers in terms of tax software, and choosing the right one will depend on your expectations in terms of number of clients and the features you require. From simple programs that help you prepare and fill basic returns to expensive fully fledged tax suites that allow you to prepare all sorts of personal and business returns, the choice is yours. If you aren't sure you may want to

download demos and try them ahead of the tax season so once you start working you already are familiar with it.

Income Potential And Seasonality

A tax business from home has vet)' little overheads, so the income potential depends mostly on your market and how good you are at justifying your fees to your clients. Some people opt to charge more for express tax return filling, or if they spend a lot of time explaining their clients all about their tax return. Others just charge a lower fee but demand that their clients send them absolutely all the paperwork, correctly formatted, and basically charge for filling in the forms. You can offer your services online, reaching a wider range of clients to increase your business income.

However, keep in mind that tax business is mostly seasonal (from mid-January to mid-April) so while that means you can enjoy a nice chunk of holidays you may want to offer additional services to generate income during the rest of the year.



CHAPTER ONE - INITIALIZING YOUR TAX BUSINESS

Starting a Tax Business is an entrepreneurial leap that many self-motivating individuals are finding more and more appealing. With the Tax Code becoming more complex every year, the portion of the population of taxpayers who seek out professionals to assist in their tax preparation and filing is growing steadily. Start-ups face some big questions. What is the best location for my new tax prep office? Who are my competitors? What is my target market? How am I going to get new customers in the door? I would like to try to help shed some light on these questions as you move forward toward the coming tax season.

What is the best location for my tax service?

You probably are familiar with the national chain tax businesses in your area. They are easy to spot. The three big players are H&R, Jackson Hewitt, and Liberty. It is tough to come across a strip mall that does not have one of these guys already in it, but you should ask yourself: why do they choose these locations? You can rest assured they have done their homework. The reason they choose their locations typically are due to population density, average adjusted gross income (AGI) in that surrounding area, and proximity to their target market. You should use the same factors when considering locations for your tax business. If you are familiar with the specific area you are considering you probably have a pretty good idea how many people have access to that location, what income level they belong to, and you can do a survey of competitors by driving around. There are specific demographic and socioeconomic reports that provide specific detail relating to these topics. But you should be thinking about all of these factors before signing on lease for your tax service. Later in this article I will provide you a free source for this information!

Who are my competitors?

It is commonly known that franchise tax preparation offices typically gobble up around 25 to 30 percent of the market of taxpayers who seek out paid preparers to assist with their returns. The other 75 percent of the market is split up among non-franchised tax preparation businesses. Many of these businesses are in the same position you are and ask themselves the same questions. How do I get more customers in my door? They do not have a nationally recognized brand and do not have the budget to run television and

radio commercials. This is where your tax business has an opportunity to take advantage of these tax businesses and steal market share. I will get into affordable, high return on investment marketing programs in another article, but before you implement these programs, you must identify who these non-franchise competitors are. Once you are confident in your office's product, skilled tax preparation, and have a defined marketing strategy, you can then also go after customers from the national chains! Later in this article I will provide you with a way to find out exactly who is preparing tax returns in your area!

What is my target market?

This should be an easy question to answer. "What tax payers do you want to go after? Do you want high income, affluent customers and business owners with difficult returns or do you want lower-income, blue-collar taxpayers whose returns are fairly straight forward and similar from customer to customer? If you say that you want a piece of both of these markets; I like your drive, but for marketing purposes we need to have an individual strategies pinpointing certain demographics and socioeconomic groups. If you want to go after both market segments: you will need to have more than one campaign to achieve this goal. If you are just starting out, I would suggest picking one target market. This keeps it easy to implement and manage. Again, hold tight, I will provide you with the means to get the information on who is in your area shortly, allowing you to determine if your target market has access to your location!

How am I going to get New Customers in the door?

This is literally the "million dollar question". There are many different schools of thought on what marketing strategies and medias produce the best results, and if you do not have the luxury of working with someone who has put n1any of these methods to test, you might be spinning your wheels for several tax seasons before you figure out what works for your tax office and your target market. My biggest suggestion is to keep it simple. Try to reach potential customers in groups as opposed to reaching individuals, and when you get new customers, do not be afraid to ask them for referrals. If you think that you will simply open for business, and customers automatically seek you out, you will be out of business just as fast as you got into it. Effective tax office marketing does not have to be expensive; It has to be effective! If you are marketing challenged and need assistance I suggest seeking out the assistance of people experienced in the industry.

Open Your Own Tax Business!

Now that the idea of home businesses is starting to become really popular, there is definitely no other perfect time to start yours, too. If you are a CPA, you might want to consider starting at that field, and open your own tax business. Knowing that everybody needs that kind of service on a regular basis, it would be one kind of investment where you are sure to gain profit as long as you have carefully planned your home business goal. To be a home-based tax preparer you will need to have a personal computer with a stable and reliable internet connection, and a software program that you can use for tax preparation.

You will also want to come up with a professional name for your business. You can use your own name so that people can instantly recognize and remember you as the owner. "Branding" your name can be a very beneficial thing to do, and it is recommended that you register your name as a website with one of the big Domain Name companies such as GoDaddy. This way, when people are searching for a Tax Preparation Expert online, they can find you. It is also recommended that you make a short, concise YouTube introducing yourself, telling about your strengths in the tax business, and a couple of reasons the potential client should choose you. People love putting a face and voice to the person with whom they will be doing business. This is especially helpful when you will not be meeting the client in person, but doing all your business online.

To open your own tax business you should also get a Preparer Tax ID Number or PTIN which can be accomplished from the IRS. This number is required when you start filing taxes for your clients. Make sure that your phone lines are always available for your customers, especially since you are just starting off. It might be a good idea to get an 800 or a toll-free number so they can reach you conveniently anytime of the day. Be sure to set up a Skype account for your tax business as well.

After accomplishing all those above, it is now time to advertise your business and let people know about it. Get your numbers listed on the phone directories so others can easily find and contact you. If you have enough funds in your budget, you can also invest in advertising your business in newspapers and on local radio stations. Friends and relatives serve as your marketers, too, so be sure to give them a heads up about your



newest venture to open your own tax business. Once you have started gaining clients, focus on providing quality customer service to keep your business going and earning. Tax Preparers are one of the businesses which attract great loyalty, and once you have a satisfied customer, you are most likely to have that customer for the rest of their life. Just as people want to stay with their favorite dentists, doctors, and hair stylists, they also desire to stay loyal to their tax preparation expert.

How To Start a Successful Tax Preparation Business

The tax preparation industry consists of some 1.2 million paid professionals, according to US News and World Report, engaged in the preparation and filing of forms required by the federal, state and local governments. The industry generates \$9 billion in revenue, and last year prepared more than 82 million individual income tax returns.

The Bureau of Labor Statistics notes that industry growth is roughly 10 percent per year, consistent with the average of all industries.

Tax preparers engage in four basic activities:

Interviewing each client. This will gather the personal information required to file the return, and determines which forms are needed.

Gathering income and tax information. This information includes W-2 and 1099- MISC forms issued by employers, expense receipts and records, supporting documents such as verification of health care coverage, and information on deductions.

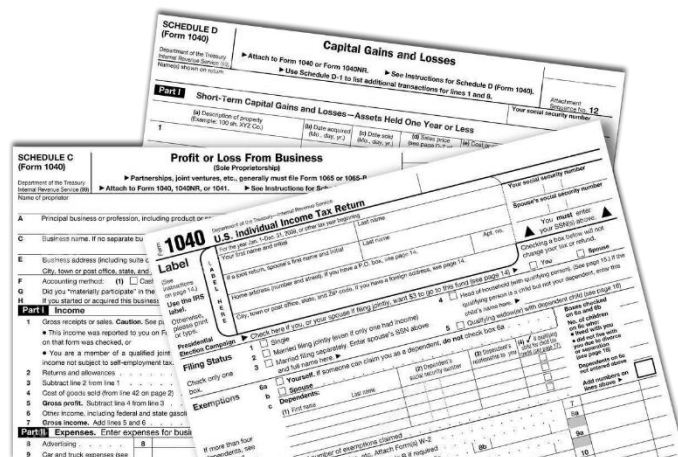
Completing the forms. The majority of tax preparers use computer software to prepare the forms quickly and accurately. The IRS also offers some online fillable forms that are used by practitioners who prepare only a small number of returns for friends and family. At the same time, the preparer uses his or her experience and education to find tax-saving deductions and credits while preparing the forms.

Filing the forms. The majority of tax professionals file client returns electronically, both for federal and state tax returns. This benefits the taxpayer by checking for errors, faster processing of the return and faster refunds if appropriate. For clients who wish to file paper returns, the tax preparer will assemble the forms, ensure they are signed, and provide the mailing envelope to be used.

There are two major reasons why taxpayers would pay a professional rather than file their own tax returns. The first is to keep the return accurate, and thus reduce the chances of being audited. The second is that as the tax code becomes ever more complicated (the federal tax code alone is nearly 73,000 pages), taxpayers rely on professionals to find all legitimate deductions and handle unusual tax situations.

How, then, does one become a paid professional in tax preparation? Here are 10- basic steps:

1. Determine your goal. Tax preparation requires skills in client relationships, organization of work flow, basic math (addition, subtraction, multiplication, and division), and continuing education. It is built around helping people, and financial success for preparers hinges on attracting new clients and retaining the old ones.
2. Take the basic training course. This will require an investment of 60 hours or more in time and a fee that may be as little as \$150. The major tax franchises also offer courses in the same price range but provide greater depth.
3. Gain experience in preparing returns. Working for a tax preparation firm will give the novice practitioner an opportunity to learn about clients, best practices and the procedures of the IRS including electronic filing.
4. Get your credentials in order. California, Oregon and New York regulate tax preparers, and other states are considering this option as a hedge against tax fraud. The Internal Revenue Service has mounted an effort to launch its own accreditation program, and in the meantime offers an Annual Filing Season Program. Finally, apply for an IRS Preparer Tax Identification Number (PTIN) and an Electronic Filing Identification Number (EFIN).
5. Develop a professional networking strategy. The Taxing Subjects blog operated by Drake Software offers a wide array of news and ideas, including a list of professional associations and assistance with developing business plans. LinkedIn, an online resource for business professionals, also has a number of groups for information sharing, including the Tax Business Owners of America, which currently claims 7,000 members.



The image shows a stack of IRS tax forms. The top form is Schedule D (Form 1040) Capital Gains and Losses. Below it is Schedule C (Form 1040) Profit or Loss From Business. The bottom form is the 1040 U.S. Individual Income Tax Return. The forms are partially overlapping and show various sections for reporting income, deductions, and credits.

6. Structure your tax business. You will need to acquire an Employer Identification Number (EIN), as well as selecting a location if you are not working from home. Decide whether the company will operate as a sole proprietorship, a corporation, or a Limited Liability Corporation (LLC). You will also need file applications that may include as little as a business license or as much as formal articles of incorporation. You may need the assistance of an attorney to prepare these for you.

7. Identify what clients you will serve. The busiest tax season is for federal and state income taxes in January through April of each year. But the tax practice may also handle business tax returns, tax planning, filings for government entities and non-profit organizations, and the remittance of payroll taxes on a year-around basis.

8. Select your technology. You will need a tax preparation software package, offered by more than a dozen major software developers. In addition, each person preparing taxes in your office will need access to a computer, a scanner, a printer, and one or more monitors. Other key technologies generally include a smartphone and a laptop computer for out-of-office meetings.

9. Open a credit card processing account and business bank account. The credit card processing accounts should allow processing of payments on MasterCard and Visa at the minimum. A business bank account helps to make expense tracking easier, and bolsters your image as a professional.

10. Take it slow. The best tax preparers are professional in their demeanor, have the right credentials, and can offer clients knowledge and experience. These last two items will take time to develop, but it will be difficult to build a thriving practice without them.

Starting a tax preparation business is a boot-strap operation, requiring only a small investment in money but a much greater investment in time and attention. At the end of the startup process, you'll have a business with a strong potential to survive and thrive for years to come.



CHAPTER TWO - EARNING MONEY WITH YOUR TAX BUSINESS

You may be hesitant, thinking to yourself, "If it sounds too good to be true, it probably is," but the entire principle is based on the fact that countries charge its citizens taxes to pay for their goods and services. It doesn't get much more solid than that. When said citizens fail to pay these taxes, their government takes that tax amount and sells it to a savvy (or not so savvy) business person like yourself. If the owner of the property does not pay the lien within an allotted amount of time, then the owner forfeits the property to the buyer of the lien. The great part about this system is that the tax lien supersedes any other judgments against the property. The deed to the property will go to the lien holder before anyone else, including the bank that holds the mortgage. This means that many times the bank itself will buy the lien from you (plus interest) just to protect their own investment in the mortgage.

The interest mentioned above is what to be concerned with. Basically you work like a bank. You buy the lien from an auction; with that lien you acquire the interest rate attached to it. Every day that you are in possession of that lien, the principle is gaining interest. Now, either the property owner will buy their lien back or the bank will and when they do, they will have to pay all interest that has accumulated to you, the holder of the lien.

Tax Sale Overage - What it is, and Why It's a Six-Figure Work From Home Opportunity For You

Want to make a boatload of cash from property? Here's how to find tax delinquent property, and buy it for pennies on the dollar, with no competition.

1. Skip the tax sale. Because of the huge amount of competition, you can rarely get good deals here. And even if you were able to buy a property this way, the owners usually pay off the taxes anyway. However, you'll be able to find tax delinquent property by examining the lists of what happened at tax sale.
2. Check to see who still hasn't redeemed their property. You'll be able to get a lot of properties at the end of the redemption year after tax sale. The properties remaining at



this point are usually free of a mortgage. This leaves owners that can't or don't want to pay the taxes, for a number of reasons.

3. Get contact information for the remaining properties' owners. More times than not, this info isn't hard to find on the net. You can use free searches like Zaba search - or even just searching the owner on Google works a lot of the time. And believe it or not, social networking sites like Facebook are a great resource to find tax delinquent property owners.

4. Contact the owners, and see what their plan for the property is. If they're planning to just let it go - most will be - ask the owners if they'd mind signing their deed over to you. They'll often say yes, and are just glad to have the deed out of their name sooner. Pay them for their time - \$200, or so - and you'll be amazed on the positive reaction.

5. Make thousands selling the property! Or, pay the taxes and keep it. You can try to sell the tax delinquent property later for retail. If that makes sense for you, go pay the property taxes. You also have the option of flipping the property right away for below market, and walking away with your profits. Lots of other investors will jump at the chance to buy your tax delinquent property- especially if you price it right!

Try the above method and you'll be pleasantly surprised at the results - using these types of techniques, you'll have a six-figure business in no time. It's easy to find tax delinquent property in the current economy - and buying it can be easier than you think. Don't start tomorrow, or next week - get going on this now.

How to Claim Tax Overages Professionally and Make Six Figures a Year From Home

Wondering how to claim tax overages for finders' fees? Maybe you've heard about people collecting nice finders' fees on mortgage foreclosure overages as well. It's still fairly underground - the government agency holding the funds definitely doesn't want you to know about it - and there is still a lot of money to be made locating these funds. Here's how to claim tax overages professionally, from your home office, and make at least six figures in your first year.



1. Educate yourself on the laws pertaining to finders and overages. When dealing with real estate, you'll want to be sure you are operating within the law so you can take advantage of the real estate downtrend without accidentally doing anything illegal. Do yourself a favor and take a training course. Your first collection will offset any costs you have to incur to get trained how to claim tax overages by people already working in the field. It's not worth the risk otherwise.
2. Locate records of overages. This can be done via email, phone or written request. Contact the departments holding overages from tax sale or sheriffs' sale and ask for lists or records of their unpaid overages.
3. Decide which overages to go after. You can go after the big ones, which may take more work, or the smaller ones, which pay out more easily. To claim tax overages for a full time living and make six figures, you'll probably need to work a combination of both - but you can make a full-time career just out of processing claims under \$5,000 as well.
4. Locate the owners of the funds. You can hire a professional skip tracer for this, or use the internet and other resources to locate the owner's current whereabouts. To claim tax overages successfully, you'll need to get good at this part.
5. Get the owner under contract to allow you to collect on their behalf. It's easier than it sounds. They don't know the location of the funds, and you won't tell them unless they agree to pay you a percentage for the information and your assistance in collecting the funds. Period.
6. Process the claim. Get together all necessary paperwork (again, this is when having taken a training course comes in handy) and send the claim package into the agency holding the funds. Then, check back to make sure the paperwork has been received and that a check is being cut for the funds.
7. Get paid! The best part. You can charge 30-50% of the funds, so on a nice overage of \$10,000, you'll be getting paid at least \$3,000 for your efforts - and someone who



probably would have lost the money to the state gets a nice chunk of change they didn't know existed.

With foreclosure overages running rampant, finding \$10,000 overages is common. You'd probably only need to close a few claims a month to double what you're making currently. Claim three a month, and there's your \$100,000/year income! There's never been a time quite like now to dive into these claims and get to work.

Tax Sale Overbids - Collect Them, and Earn a Six-Figure Income From Your Home Office

Tax sale overbids - in general, people don't know what they are. In general, people haven't even heard of them! Even ask a seasoned tax sale investor what he thinks happens when you lose properties because you couldn't pay the property taxes. Just about every time he'll say that the tax sale office takes all the money bid at auction.

Well, too bad for the owner. In about half of the tax collector offices in the U.S., that's exactly right. If you lose your property, you lose any equity you had right along with it. The government takes the tax sale overbids - every last dime of it. It's morally despicable, but government isn't friendly to the small guy. Anyone who's ever paid taxes knows that the government will take whatever money it can get regardless of whether it's fair or not.

In the other half of U.S. counties, however, the government keeps the tax sale overbids - that is, whatever amount was bid at tax sale over the amount owed in taxes - for the owner. Seems a little bit better, right? Well, hold your horses - it's not as great as it seems. The government still takes the money if the owner doesn't come to collect it within tight window of time - usually a year.

Here's why this doesn't make it any better: how do you think the government notifies the rightful owner? They've lost their property - the one with the address on file with the county! The government sends a notification, to notice the owner of their tax sale overbids - to the house they vacated long ago. This makes no sense.



How often do you think owners realize the money is there? How hard do you think the governmental agency is going to look for the owner, when the result is that they get to keep all the tax sale overbids that never get paid out?

Are you beginning to see a huge opportunity here?

These overbids are created at local government agencies, not at the state level, so they're not governed by state unclaimed funds finder fee law. The owners are missing. You put together the owner with his funds, that he has no clue exists, and charge a 40-50% finder's fee to collect it for him. He feels like he hit a jackpot, and your bank account is fattened to the tune of \$5,000 or more a month. That's if you're working, let's say, 30 hours a week on it.

Want to Earn From Home? Collect Tax Overages For \$100,000 a Year – Or Much More

How to Collect tax Overage

Along with every economic downturn comes a few golden opportunities. Have you wondered who's making money in the midst of all of the home foreclosures that have been in the news for the last couple of years? Large tax sale investing companies are making some money buying up tax liens, but that's not for the average real estate investor. The little guy has to learn how to make money on tax sale overages.

First of all, in case you're new to the concept, tax sale overages occur when more is bid for a tax delinquent property at the tax sale auction than was owed in back taxes. That extra money is usually held for the delinquent owner to come in and claim. The same goes for mortgage foreclosures. Unfortunately for them, many of these owners are in the dark about how the process works and have no idea they have a huge sum of money due to them.

Sadly, after a while, it escheats permanently to the government, with the former owner losing all that money.

So how to make money on tax sale overages? Find the records, find the owners, and offer to help connect the two for a finder's fee. You'll have to keep your information



secret, of course, and play your cards right to get the former owners under contract with you before you divulge any information.

The awesome thing about these unclaimed funds is that since they are frequently held outside the state level, they are usually not subject to the same finder's fee limits that state-held funds like old bank accounts and stock dividends are. They also aren't as public, and on average are much larger amounts.

So if you're looking for how to make money on tax sale overages, there you have it. Work large amounts that few people know about, charge a 30-50% finder's fee, and you're looking at an income of six figures a month.

Tax sale overage is the extra money created at the property tax auction when bidders bid more for properties than was owed to the government in taxes. Generally, that money is due back to the former owners (the ones who didn't pay their taxes). But because the government does a poor job of notifying the owners, often that money sits uncollected.

And guess what happens to the tax sale overage if the owners don't come to collect it? The government gets to keep it. So their motivation to find these owners is next to none. So how does this create a huge opportunity for you?

Well, if you can find these owners, you can legally charge up to 50% to help them collect their money. You work like a lawyer does - on contingency, meaning you don't charge the owners an up-front fee, but when you're able to get the funds, you charge more for your services.

It's a win-win for you and the former owner, and they're usually very happy to not have to pay an upfront fee. But unlike a lawsuit, you don't have to pay much upfront either! And it's not that much work to get the tax sale overage from the government, and in the end you can end up making five figures from each claim.

If you're looking for a work from home opportunity, this is the most exciting one out there right now. Tax sale overage is being created at record rates right alongside all the foreclosures happening right now. And with the funds running into the tens of thousands of dollars, that means huge paydays for anyone willing to learn the ropes.

If you can find records, find the owners, and re-connect the two while keeping the source of the money secret until you've got the owner to sign your "contingency fee agreement", you've got a successful work from home opportunity. And it truly is "work from home" - every aspect of your tax sale overage recovery business can be done remotely from your home office - even if you're working from another country.

CHAPTER THREE - RISK OF TAX - KNOW THE RISK AND AVOID IT

Common Mistakes Tax Business Beginners Make

Investing in tax lien certificates and tax deeds is considered safe, secure and predictable. However, one cannot enter a business without completely understanding the process and rules behind it. Few basis should be covered before investing.

Tax lien certificates and tax deeds have become a lucrative investment due to its abundant supply. But the business can be a gamble unless you equip yourself with reliable investment strategies. Here are the common beginner mistakes you should avoid.

1. Not researching thoroughly. Every investment requires you to be mentally prepared - do your homework. Most beginners think that attending an auction, buying a tax lien and selling it is enough. Research and understand the whole process.

Start by asking the right questions - what is a tax lien certificate, what is a tax deed, how can you benefit from them or why is it profitable? Getting answers can help you decide if you really want to enter this type of business.

Tax Lien Certificate vs. Tax Deed

To simply put, a tax lien certificate multiplies your investment by getting your money back plus interest and other penalties. A tax deed entitles you to become the property owner so that you could keep the property or sell it at a higher price.

Where can I get them?

The local government makes the list of delinquent property owners on a regular basis. You, as a citizen, can request the list directly from a county office. The list is also published in newspapers and can be searched online.



What if the home owner doesn't pay?

Although it seldom happens, there are times when the property owner disregards the property. The certificate holder is then given or can apply for a tax deed. This gives the holder right to ownership to either keep the property or sell it.

2. Not realizing the risks involved. Tax liens offer a high rate of return which may be quite tempting for some beginners. You should know that not all properties are worth paying taxes - you should go for usable and sellable estates.

Although 95 to 97 percent pay their debts, there is still a 3 to 5 percent chance the owner won't pay up. You're lucky if you'll end up with a sellable property. Imagine if you wind up with a clunker of a house, selling it won't be that easy.

What am I buying?

Ask yourself if you're more interested in buying tax lien certificates or you want to invest in tax deeds. Know the difference before raising your hand at tax deed auctions. Smart investors only bid for properties with high investment returns.

See it for yourself

The list of delinquent properties may include pictures and information but does not necessarily provide an accurate assessment. The description might be old or the property may have suffered flood or fire. You can actually drive by and see it for yourself.

3. Never getting started. It's good not to 'rush' things but you have to get started eventually. Some beginners tend to focus on research that they get paralyzed by the amount of information they learn. They don't know what to do with it.

Take some time to learn and don't be afraid to take action. You'll get some additional knowledge every step of the way. Get some advice and strategies from experts and you're on your way to making your very first deal.



Attending tax sale auctions

Some auctions require you to attend in person, while others are holding it online. Make sure to confirm the form of payment and check on the condition of the property before bidding. Decent properties sell fast, that's why you need an effective strategy.

When you buy tax lien certificates, you're actually helping fund community functions. In return, the government helps you multiply your investment risk-free. Backed by the law, it is the best way to put your money to work.

Tax Liens - Knowing the Risks of Buying Tax Lien

Tax foreclosure properties can be a great investment, if you go about it the right way. If you're looking for a quick return on your investment, you'll want to buy tax properties and flip them. If you're looking to make a nice percentage in interest on your investment over time, tax liens may be for you, but you need to know the risks of buying tax liens before making that decision.

First is the competition you'll find at the tax lien sale. You run the risk here of seriously wasting your time when you can't win the bidding, or of getting into a bidding war and bidding way too much for a lien. In most places, you'll earn interest on whatever you bid, but if you bid too much, you run another very real risk: that the owner will fail to redeem the property and pay your interest.

This is the second big risk. If you end up with a property that didn't get redeemed and that you pay too much for, you are going to be in serious trouble. If you bid the property near retail value, you'll make almost no money if you then try to flip it. And you can't inspect these properties before bidding on their liens. It's not at all unlikely that these properties have problems you aren't aware of.

Not only that, but you frequently have to hold liens for several years before any of this will come to light.



The Associates are responsible for getting their own clients, you will assist them by providing online marketing training.

They will need to get their Preparer Tax Identification Number (PTIN)
[https://rpr.irs.gov / datamart/login.do](https://rpr.irs.gov/datamart/login.do)

Let's say you only recruit 10 tax preparers and they each only do 50 tax returns

10 Associates x 50 returns = 500 returns ~ 500 returns x \$300.00 = **\$150,000** in only 4 Months

You have to pay your Associates, you determine if you want to pay them per return or a percentage

If you decide to pay them \$100 per return you will make \$100,000

If you decide to pay them 50% of each return they complete you will make \$75,000

ASSOCIATES PROGRAM FEATURES

- Setting up your Associates program
- Hiring Associates (Independent contractors)
- Training ~ software & marketing

Setting up your Associate Program

Step 1 Purchase the online tax software [click here to buy now](#)

Step 2 Place ads to recruit Associates [click here for sample ads](#), use free classify websites such as Craig list, social media sites etc.

Step 3 Screen your potential Associates over the phone. (Put some questions)

Step 4 send contract to hired Associates

Step 5 Set up your Associates file. Checklist

Step 6 Conduct an online training [click here for training on software & marketing](#)

Step 7 Mail out checks, debit cards to the Associates who are definitely joining

Step 8 Set up direct deposit accounts for all your Associates

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-  NOT BEING PAID ENOUGH?
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-  EARN A POTENTIAL INCOME OF 75K TO 250K PER YEAR!!!!
-  RECESSION PROOF BUSINESS
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- ✓ Surety Bonds
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A service bureau is a unique business model within the tax preparation industry. They serve as distribution networks and service providers for tax software and technology companies. As an independent tax professional you can expand your business by providing services such as software sales, technical support, customer service and bank onboarding to other tax professionals. If you have excellent customer service skills, sales and marketing experience, or entrepreneur-driven, and willing to work hard, you can join TEAM UNLIMITED's software reseller's program.

PROGRAM INCLUDES

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- Technical Support/ Screen Share Support
- Transmission Add-on fee
- Service Bureau Add-on fee
- Audit Protection Add-on fee
- Office Start Up Advance (must meet requirements)
- Ability to offer ERO Advances
- Ability to Become a Certified Tax Resolution Specialist (restrictions apply)
- Ability to become an Independent Insurance Agency

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AND SELL THEM PROFESSIONAL
TAX PREPARATION SOFTWARE**



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Clearly, you can lose a lot of money if you make the wrong move buying tax liens. It's much less risky to just buy the properties outright from their owners toward the end of the redemption period. The ones who can't pay off the taxes understand that it's their last chance to sell their property before losing it to the government. Many have already moved on and decided to just let the property go. You can often buy their deeds for as little as a few hundred dollars.

If you're not interested in owning property but are still lusting after real estate money, a way to make a lot of money from the tax sale process is by connect owners with their overages (the amount bid over the amount of taxes owed). This money is usually due back to the owners, but frequently they don't know about the money and move on, leaving it behind. After a while, if they don't come in to collect it, the government gets to keep this money.

Due to a legal loophole, there is no limit on what percentage of the funds you can collect on contingency (when you successfully are able to get the funds released for the owners). That means you can charge 30-50% of the total recovered funds as payment for your information and assistance. With the current foreclosure rate, this is arguably the best way to make money from tax foreclosure, and without owning property.

Conclusion

This book is design specifically for you if you're interested in increasing your income by \$100,000 or more. This package is for you if you are only interested in running your tax business on a small scale. This package will show you how to run an Associate program utilizing our on-line tax software. This will allow you to generate an additional \$100,000 or more during the tax season. By utilizing our online tax software you will be able to have Associates working for you throughout the US. The Associates can work from home, set up an office or work from the beach. Wherever there is internet connection they will be able to work.

FREE TAX PREPARATION SOFTWARE!!!

*THANKS FOR
INTEREST IN JOINING*

OUR TEAM



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- ☑ Scan 2-D Barcodes
- ☑ Secure Backup
- ☑ Appointment Scheduler
- ☑ Bank Products
- ☑ Tax Payer Advances
- ☑ Pre-Season Advances (must meet qualifications)
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- ☑ Software Training
- ☑ Year Round Support

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HUGE PROFITS**