

Collection Representation and Offers in Compromise

Our full day seminar will walk practitioners through the full process of representing clients before the IRS collection division, from the initial client meeting through the end of the case. Topics covered will include but are not limited to: drafting an engagement letter, how to communicate effectively with your client, preparing prior year returns with limited records, how to identify the appropriate course of resolution to pursue for your client, winning strategies to negotiate with the IRS, garnishment/levy releases, and how to best present your case to enhance your success rate.

The instructor will run the class through a variety of simulated case scenarios, starting with a simple non filer and progressing in complexity, ending with a comprehensive Offer in Compromise case with Appeals.

The course will be taught by long time MSEA board member Russell Barnett, EA. Russell has worked extensively in tax representation and has represented hundreds of clients for all manner of cases, including more than 80 Offers in Compromise.

August 19th, 2010 at the Wyndham Hotel from 8-5 – 1350 N 1st St, San Jose CA 95112

Fees: Early bird rate \$215 for members and \$235 for non members through July 15th, \$240/260 thereafter including at the door

September 23, 2010 at Bay Tax Service from 8-5 – 203 calle Del Oaks #B, Del Rey Oaks CA 93940

Fees: same as above, early bird cutoff is August 15th.

Lunch and refreshments included for both locations.



For more information about the classes, call

1-800-832-6732 or e-mail:

office@missioneas.org

To Register online at: www.missioneas.org

MSEA CANCELLATION POLICY

To qualify for a refund, Call one week prior to the event. No cash refunds will be provided. A credit voucher will be issued toward any MSEA function, or the 2011 CTEC class, if used within one year of the cancellation.

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