



## ***If You Are Experiencing Financial or Tax Problems, I Am Here To Help You***

My name is Ari Good, Esq. I am a tax attorney. It is no secret that both the federal and state governments are in search of money. One way the IRS and the Florida Department of Revenue expect to collect this money is by auditing individuals and businesses. Over the past few months I have seen traveling sales representatives, individuals working from home, independent contractors and single owner businesses (who file a "Schedule C" for their federal income tax returns) targeted for audit.

While the numbers differ, it is estimated that the IRS intends to hire thousands to tens of thousands of new personnel to pursue alleged tax cheats over the coming years. While this serves the public interest when it comes to true tax evaders, as a practical matter millions of hard-working businesses people, especially small and self-employed entrepreneurs, will be facing a considerably higher risk of audit. Such audits are stressful and expensive. While most Internal Revenue Agents are fair and sometimes even helpful, there are also those who misuse their authority to mislead or even harass taxpayers. Faced with the threat of penalties and interest, businesspeople struggling to make it in this climate are far more likely to simply do what they're told by people who do not represent them.

In my personal experience, some Florida Department of Revenue auditors, too, approach their audit responsibilities from a "guilty until proven innocent" perspective. According to Department of Revenue published guidance (Tax Information Publication ("TIP") 1060BB-01), the state of Florida has been borrowing funds from the federal government since its state unemployment trust fund ran dry in 2009. This loan is now estimated at around \$3 Billion, and could mushroom to \$6 Billion as the federal government mandates extensions of unemployment benefits (the the Continuing Extension Act of 2010). To be sure, the unemployed must have assistance, but the fact remains that the money to repay the federal government must come from somewhere, and that somewhere could be you or your business.

If you are audited by either the state or federal government, whether for federal income tax, sales tax or employment tax matters, the most important thing to do is to get professional guidance from the beginning. While many CPAs excel at cooperating with tax authorities and gathering the necessary data, they cannot give legal advice and cannot represent you in court. I offer not only ongoing legal representation but also Fast-Track Consultations at a reasonable price that will help you quickly understand the issues and know your basic audit rights while still cooperating with the auditor.

Very Truly Yours,

*Ari B. Good, Esq.*

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