



SEGAL,  
COHEN  
& LANDIS

The Nation's Premier IRS Tax Law  
Firm for Over 30 Years

# The Key Questions You Should Ask Your Tax Representative

## Segal, Cohen & Landis, P.C.

The Nation's Highly Acclaimed Tax Law Firm since 1997

(All consultations with us are protected by attorney/client privilege)

Main Office

9100 Wilshire Blvd., Suite 601 East  
Tower Beverly Hills, CA 90212  
310-285-3999 | (800) 370-7689

---

# ASKING THE RIGHT QUESTIONS IS THE FIRST STEP TO SOLVING IRS ISSUES!

---

## THE TOP 5 QUESTIONS BY TAX ISSUE:

### Missing Tax Returns

1. How do I file tax returns if I don't have complete records?
2. How much does it cost to file old tax returns?
3. How many missing tax returns do I need to file?
4. How long does it take to file old and missing tax returns?
5. I have an old business that is missing returns, do I need to file?

### Penalties

1. Do I need a penalty abatement if I settle with the IRS?
2. How long does it take to abate a penalty?
3. How likely is it that the IRS will abate penalties?
4. Will the IRS abate interest?
5. How much legal work is needed to win a reasonable cause abatement?

### Tax Liens

1. How can I find out who at the IRS is handling my tax matter?
2. Has my tax lien possibly expired?
3. What actions may have caused the tax lien to last longer than 10 years?
4. Can I refinance my home even though I have an IRS debt and tax lien?
5. Can and will the IRS extend the 10-year collection period in my case?

### Payroll Taxes

1. How much time will the IRS give me to pay back the payroll taxes?
2. How much financial information do I have to give the Revenue Officer?
3. Can I abate the penalties?
4. Can I settle for less than the full tax due?
5. Can I stop personal responsibility for the unpaid payroll taxes?



**SEGAL,  
COHEN  
& LANDIS**

The Nation's Premier IRS Tax Law  
Firm for Over 30 Years

Segal, Cohen & Landis, P.C.  
9100 Wilshire Blvd., Suite 601 East Tower  
Beverly Hills, CA 90212  
310-285-3999 | (800) 370-7689  
[www.scltaxlaw.com](http://www.scltaxlaw.com)

## Enforced Collection Actions

1. How quickly can I get a bank or wage levy released?
2. Will the IRS seize my house?
3. Will the IRS seize my retirement accounts?
4. Can the IRS seize property I own jointly with other people?
5. Will the IRS levy my spouse even though only I owe the tax debt?

## Audits

1. What happens if I disagree with the auditor?
2. What if I don't have all the information requested?
3. Can I appeal an audit?
4. Will the IRS try to collect money from me before the audit is over?
5. What happens if my auditor is acting unreasonably and abusively?

## Negotiations with the IRS

1. Will the IRS try to levy me while I try to get an Installment Arrangement?
2. Will the IRS try to levy me while I try to get an Offer in Compromise?
3. My personal living expenses are large, can I still achieve a settlement?
4. Can I wipe out my taxes in bankruptcy instead of settling?
5. How long does it usually take to settle with the IRS?

## Appeals

1. What is the difference between a statutory appeal and an equivalency appeal? Why is this difference important?
2. What can I propose through a CDP appeal?
3. What would stop me from being able to file an appeal?
4. Are there any risks to filing an appeal?
5. Can I file an appeal more than once?

---

# Choosing Tax Representation Is Like Choosing a Doctor: Quality Matters!

---

## HOW TO CHOOSE THE RIGHT TAX REPRESENTATION

1. **Beware of consulting companies that are not law firms!** There are many tax consulting companies that say that they hire tax attorneys or are associated with attorneys, but these consulting companies do not have the same duty of care or expertise.
2. **Do not be frightened into paying high fees.** Be wary of tax practitioners who play on the fear and anxiety generated by IRS problems to charge over-high fees. Some firms will quote a low fee upfront and then charge larger fees to complete what they call “later stages” of your case.
3. **Be sure you hire an attorney.** All communications with non-attorneys (CPAs, former IRS Employees, and Enrolled Agents) are not privileged and the IRS may call your non-attorney representative as a witness against you. Attorneys also possess the necessary skills and training to provide you with more options in resolving your tax matter and can take your case to Tax Court, District Court or Claims Court if necessary.
4. **Be sure your representative personally handles your case.** Many practitioners and resolution firms refer your case to office staff. This does not work in resolving an IRS matter. The greatest portion of any IRS case requires direct and repeated contact with the IRS (often times the same IRS Officer).
5. **Beware of firms, organizations and telemarketers that are paid on an incentive basis for bringing in business.** Be especially wary of unrealistic promises or impossible results for the purpose of gaining your business.

## ABOUT SEGAL, COHEN & LANDIS, P.C.

Dear Taxpayer:

We have been exclusively solving IRS and state tax problems since 1997, and we can resolve yours. On a regular basis, we remove tax liens, wage garnishments and bank levies for our clients. We also negotiate settlements with the IRS so that you only pay a very small portion of your old tax debts.



*Samuel Landis, Esq.*

Further, since we are a law firm, we have the ability to determine if the liability asserted against you is procedurally correct, and if not, the tax liability can be completely removed.

We provide you with an incomparable quality of service and skill. Our attorneys possess Masters Degrees (LL.M.) in tax law, which is additional formal legal training focused on IRS dispute and controversy resolution. Some of our attorneys are law professors and highly regarded national lecturers instructing CPAs and other professionals in resolving client IRS problems.

Finally, our services set us apart in the following ways:

1. We are so confident in our ability to efficiently provide you with the highest quality of service available that we will quote you a fee over the phone and guarantee that fee in writing. If we do not achieve the results that we tell you we can achieve, we will refund your fee!
2. Your case will be handled personally by one of our attorneys. No accountant, paralegal, enrolled agent, former IRS employee or tax advisor will manage your file, and you will be assured attorney-client privilege.
3. Our rates are extremely competitive, and our extensive experience lets us go directly to the heart of a matter for a quick and effective resolution.

# SEGAL, COHEN & LANDIS, P.C.

The nation's premier tax law firm providing the  
finest IRS resolution services since 1997

Offering a Free Phone Consultation Protected by Attorney/Client Confidentiality!



Call 24/7 to schedule your free  
consultation with a tax attorney.

**800-370-7689**

As reported in: Wall Street Journal, Fox, CNBC, Forbes  
[www.scltaxlaw.com](http://www.scltaxlaw.com)

We invite you to call us for a free consultation with one of our highly experienced tax attorneys. You may also visit our website, [www.scltaxlaw.com](http://www.scltaxlaw.com), for more information.

## ONE MORE KEY QUESTION YOU SHOULD ASK

How Much Does it Cost to Hire Segal, Cohen & Landis?: Our nationally acclaimed law firm commits to upfront clarity on how long it will take and how much it will cost to resolve your matter. We offer a complimentary consultation for prospective clients and flat fee monthly billing arrangements for existing clients.

© Copyright 2022, Segal, Cohen & Landis, P.C.