# Do I need representation?

Do you really need representation? Many people would disagree with me, but I say . . . not always. So, how do you know if you need help or not? Let’s look at the facts that should be used to decide.

1. How much do you owe? At a minimum, I’d say you’ll pay anywhere from $1,500 to $5,000 with the average being closer to the $1,500 mark. So, if you owe $10,000 or less, does it make sense to pay 15-50% for someone to help? At that amount, you can get a “guaranteed” installment agreement with payments over 36 months by either going online or calling the IRS.
2. A streamlined agreement is also easy with a balance of less than $50,000 and payments over 6 years. Businesses can get the same thing (less than $25,000, payments over 24 months) but I think businesses should at least seek some advice –the IRS may also pursue a trust fund case against you.
3. How complicated is your case? If you have not filed your returns and the IRS “filed them on your behalf” you likely owe a lot more than you should. To fix that, simply file the returns. The one you file will replace the one they did.

I do believe that the employees of the IRS are, for the most part, good, honest, and caring people. Most of them will help you as much as they can. But, make no mistake, their job is to benefit the government, not you.

I recently saw a video from the IRS with the main message being that you can deal with the IRS on your own and they will even help you with resources to do so. In theory, that is correct, but make no mistake, their job is to benefit the government, not you. Just look at the operating manual (IRM).

* . . . the IRS will apply the offer payment(s) in the best interest of the government.
* . . . is in your best interest and in the best interest of the government.
* The IRS will issue Notices of Deficiency and pursue other similar actions to protect the interests of the government . . .
* the IRS will issue Statutory Notices of Deficiency and pursue similar actions to protect the interests of the government.
* the IRS may pursue actions to protect the interests of the Government.
* issues will be considered when . . . it has been determined that entering into a closing agreement would not prejudice the interests of the government.
* We may also file a Notice of Federal Tax Lien to protect the government's interest in your assets.
* and that it adequately protects the government's interest.
* to protect the government's interest in preserving the applicable statute of limitations.

And of course, that is logical. If they were there to benefit you, you would have to pay their salaries. Wait a minute, I have to think about that one. I mean, we do pay their salaries, don’t we?

*By the way, I do believe that the employees of the IRS are, for the most part, good, honest, and caring people. Most of them will help you as much as they can.*

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| . . . the IRS will apply the offer payment(s) in the best interest of the government. | *https://www.irs.gov/businesses/small-businesses-self-employed/offer-in-compromise-faqs* |
| . . . is in your best interest and in the best interest of the government. | *https://www.irs.gov/taxtopics/tc201 - Topic No. 201, The Collection Process* |
| The IRS will issue Notices of Deficiency and pursue other similar actions to protect the interests of the government . . . | *https://www.irs.gov/newsroom/people-first-initiative-faqs-statute-of-limitations-and-practitioner-priority-service* |
| the IRS will issue Statutory Notices of Deficiency and pursue similar actions to protect the interests of the government. | *https://www.irs.gov/newsroom/irs-people-first-initiative-provides-relief-to-taxpayers* |
| the IRS may pursue actions to protect the interests of the Government. | *https://www.irs.gov/newsroom/people-first-initiative-faqs-liens-levies-and-other-collection-activities* |
| ET issues will be considered when . . . t has been determined that entering into a closing agreement would not prejudice the interests of the government | *https://www.irs.gov/businesses/small-businesses-self-employed/voluntary-closing-agreement-process-employment-tax-issues-vcap-et* |
| We may also file a Notice of Federal Tax Lien to protect the government's interest in your assets. | *https://www.irs.gov/businesses/small-businesses-self-employed/temporarily-delay-the-collection-process* |
| and that it adequately protects the government's interest. | *https://www.irs.gov/individuals/international-taxpayers/format-for-applications* |
| to protect the government's interest in preserving the applicable statute of limitations. | *https://www.irs.gov/newsroom/irs-unveils-new-people-first-initiative-covid-19-effort-temporarily-adjusts-suspends-key-compliance-program* |