

J. Floyd Swilley Enrolled Agents, LLC



TAX LIEN SOLUTIONS

TO ALLOW YOU TO CLOSE TRANSACTIONS

Lien Subordination * Release * Removal

TAX MATTER S
Tax Solutions
Tax Planning
Tax Preparation
Business Planning
Business Consulting

Making Your Life Less Taxing



If a lien is creating problems with a closing, We can help?

There is a solution available in most cases

TAX LIEN SOLUTIONS

- SUBORDINATION CERTIFICATES.
- LIEN RELEASE CERTIFICATES
- LIEN DISCHARGES
- REMOVAL OF ERRONEOUS LIENS.
- CERTIFICATE OF NON-ATTACHMENT.
- DUE PROCESS ISSUES
- FORMER SPOUSE LIEN ISSUES
- RELEASE OF IMPROPER PARTY
- RELEASE OF LEINS FROM DIVORCES
- WITHDRAWAL OF LIEN NOTICE
- WITHDRAWAL OF LIEN NOTICE IN AN INSTALLMENT AGREEMENT

Have you ever found yourself in this situation. Tax liens can shut down not only a closing but a transaction completely. However at J Floyd Swilley Enrolled Agents, we have solutions that may keep this from happening to you and if it has, in most cases we can correct the problem and allow you and your client to close successfully.

Liens result from issues over tax debt. In some cases the individual may not even know there is a tax lien in place until you get to the closing table and it raises its head to kill your sale. Here is a recent example we came across:

The Client was involved in a messy divorce in his past. There were taxes due and the court split the liability between the parties. One party paid their share and the other one did not (the other party told the ex spouse that her attorney told her she didn't have to pay the tax). A Tax Lien resulted being filed against both parties. The Client didn't find out about it until he tried to buy his new wife a home. Naturally this did not make his new wife very happy as this was her dream home.

Needless to say no one was very happy as the realtors, mortgage broker and the client nor his new wife.

Fortunately we were able to get involved, negotiate with and provide documents to the IRS which allowed the release of Lien so that the new house could be purchased and closed. Net result "Happy Wife, Happy Life". Not to mention the agents and brokers were all able to get paid as well.

Another recent case a Client was attempting to refinance his home to pay for some damages from a storm. When the mortgage company went to close they found a tax lien from an Installment Agreement. By negotiating with the IRS we were able to obtain a Subordination Agreement which allowed the Client to close successfully

KEY QUESTIONS TO ASK:

- Did you or do you owe the taxes in question?
- Is the lien a result of a business issue?
- Is the tax lien a result of a divorce or prior marriage?
- Were you given notice from the IRS that a lien was going to be filed?
- Were you given opportunity to contest?

CUSTOM SOLUTIONS

There is not a one size fits all solution as every case is unique. JFSEA will work with you and your client to make sure we have explored every option available and select the most viable one to resolve the issue.

A WORD ABOUT TIMING

In most every case a solution can be found. However, solutions do not happen over night. The average lien solution takes about 4-8 weeks to complete. Therefore it is critical that you advise all parties of the time needed to resolve the matter.

THE CLIENT'S OBLIGATIONS

In order to resolve an issue with a tax lien, information and documentation is critical. This means that the most critical player is your Client since he or she is normally in possession of or has access to the documentation that will be needed by the IRS. Therefore the Client must be committed to timely providing the documents requested.



TEAM APPROACH TO RESOLUTION OF YOUR CLIENTS ISSUE

JFSEA works with you and your client as a key member of your team. We will make sure that you are informed as to the status of the process and the estimated time of completion. We work with each party, including attorneys, lender, realtors, seller and buyers to make sure you arrive at the best available options to timely resolve the problem. We work to keep the process as seamless and easy as is possible so you can focus on what you do best and maximize your profitability.

THE RESOLUTION PROCESS

The resolution process begins with a simple analysis of the issue. We will obtain information from you and your client. We will have your client execute an IRS form 2848 to allow us to speak directly with the IRS regarding his matter but also pull the client's transcripts and other information from the IRS. We will then determine which settlement options are available to your client. We will then present each and the pros and cons of each option, as well as the estimated costs and timing of each option. Then you and your client decide what option best fits your needs. Once you select the option, we complete the negotiations and implementation with the IRS. Normally the process takes 4-8 weeks but can take much shorter time depending on the particular situation.

We work with you to resolve your clients problem in the most efficient way possible. All we do is tax work. We are not real estate professionals, closing professionals, mortgage professional or real estate attorneys nor do we want to be. We focus solely on tax matters and assist you and your client in obtaining a result that benefits them and



JFSEA is a dedicated group of tax professionals including Enrolled Agents, Attorneys, Accountants and Tax Professionals. We work for you providing effective solutions to your tax problems. The firm was founded by J. Floyd Swilley, EA 0007377 and consists of attorneys, enrolled agents, accountants and tax professionals dedicated to solving your tax issues. Our practice is limited to only tax matters including planning, resolution, preparation and management. Mr. Swilley has a vast background in the tax and financial management field. For over thirty years he has successfully assisted businesses and individuals with tax, business and financial matters. Mr. Swilley has led seminars and workshops for both public and professional groups and served in various capacities on public and private organization boards. WE are here to assist you with you and your clients tax problems. Call us today and we can discuss how we can work together with you to help solve your clients tax problems.



Effective Solutions for Tax Matters

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