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What Makes a Good Tax Pro

If you have ever faced a tax audit, you will know what a harrowing experience it can be. That is why most taxpayers engage a tax professional to help them deal with aggressive tax agents in an audit. A tax professional must be a tax attorney, an enrolled agent or a CPA. But choosing a competent tax professional is an important step in this process. Here are some characteristics of a good tax professional.

The most obvious thing to look for in a good tax professional is competence

A good tax professional must know the tax code and all corresponding laws. He or she should also have loads of experience dealing with the IRS. This is especially crucial if you are self-employed, work from home or have various properties you rent out etc. In these circumstances, your tax returns could likely be more complicated than the typical wage earner's and have details up for argument. A competent tax professional who is knowledgeable of the tax code with lots of experience will be able to handle your case better bearing in mind the potential issues that can be argued over.

A good tax professional will spot any mistakes by the tax agent

Contrary to what you may think, the tax agent is not always right. There are inevitably inexperienced rookies in the ranks of the IRS who might overlook something in the tax code or misunderstood certain details in your tax return. A competent tax professional would be able to pick out areas where he can reverse the stand taken by the tax agent on the basis of the tax code, providing more documentation or simply explaining what the agent got wrong.

A good tax professional is able to negotiate effectively

A good tax professional will not merely think about defending your position, but will also consider how to negotiate with the tax agent using overlooked deductions or tax breaks you may be entitled to. Incompetent tax professionals do too little in an audit. By being too passive they might lose legitimate deductions for you. If your tax professional fully explains your case to the tax agent, very often you would be granted additional deductions for which you are entitled.

Effective negotiation also entails what not to say. Greenhorn tax professionals may divulge too much information that may be irrelevant to the audit.

If you decide to hire a tax professional, you need to sign Form 2848 which gives your tax professional the right to represent you. Once you have done so, the tax agent cannot contact you personally but must contact your appointed tax professional.

Considering hiring a tax professional? Call us at (813) 229 7100 for a free consultation. With over a decade's experience representing hundreds of clients before the IRS, we have what it takes to swing your audit in your favor.