

THE IRS ADVANTAGE™ (last ditch attempt - all else has failed)

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- 1. Script.** “We will (at our option) report our bad debts directly to the I.R.S. on a Form 1099-C. A debt write-off is a taxable loss to us and taxable income to you. You may want to consult with your CPA or tax attorney about IRS Reg. S1.61-12 (debt cancellation income).

To document our compliance in the event of an IRS audit or inquiry, a letter and IRS Form W-9 are being sent to you by Certified Mail or Receipt Recorded Fax. You are required to complete and return the Form W-9 to us under penalty of federal law.

- 2. Script.** “Can we expect payment or would you rather deal with the IRS?”

*Legal Disclaimer: Stevens & Ricci, Inc. assumes no liability for the use of this technique outside of its recommended purpose as described herein. Legal counsel in Arizona and the IRS have accepted the use and application of this strategy under the guidelines of the program. The IRS official position on the strategy is that it's acceptable, “as long as you don't use the IRS to threaten, intimidate, or harass your customers into paying”.