

Late S Corp Election



Late S Corp Election

Updated June 14, 2024

S Corp status back to **January 2023**? No problem! The late S corp election can easily be done well into 2024 for 2023 as well (but there are things to work through)! How does this fit into **S Corp vs LLC** discussion? The S Corp election takes your LLC (or PLLC or C Corp or PC) and changes the way it is taxed to **reduce self-employment taxes**. The underlying entity remains intact. Only the way it is taxed changes.

Every year for nearly two decades, WCG CPAs & Advisors has successfully prepared and filed around 150 Form 2553 S Corp elections with a 100% success rate. Zero calories. No trans fats. Sprinkle in some tax savings, and it's pure deliciousness! Okay, maybe we got carried away, but you get the idea.

Do you remember the old Van Halen song, *Hot for Teacher*? "I don't feel tardy." We don't want you to feel tardy about your election to be taxed as an S corporation.

So if you are past the 75 days from January 1 or business inception, no worries—in true IRS fashion there is one rule (don't be tardy), and fifty exceptions (my dog ate it). Form 2553 is no different, but filing it late has to be done correctly, and we can help!

S Corp Benefits Summarized

Here are the quick benefits of an S Corp election:

- Primary benefit is the reduction of Social Security and Medicare taxes (self-employment taxes).
- You might need to process payroll (pay wages) to not be wage-limited on your Section 199A qualified business income (QBI) deduction. An LLC or a partnership cannot pay wages to its owner(s).
- The state and local tax (SALT) workaround only works with pass-through entities (PTEs). Your LLC cannot take advantage of the SALT work-around / PTET deduction without an S Corp election.
- **Lower audit risk:** Business activities reported on a Schedule C of your Form 1040 tax return tend to attract audits or IRS challenges for auto expense, meals, and travel. Your audit rate risk with an S corporation tax return is 0.4%.
- Certain taxing jurisdictions, such as California, have an egregious tax system that penalizes LLCs with additional

taxes. An S Corp election might avoid this or significantly reduce this (in California, a garden-variety LLC is a dirty word).

Do you want a more obscure S Corp benefit? Of course you do!

A Qualified Subchapter S Subsidiary, also known as a QSub or QSSS, is simply an S corporation that's owned by another S corporation. A QSub is treated as a subsidiary of the parent S corporation. Why do you care? At times, you want to merge two businesses, but the assets are immovable (think of a Medicare certification or a specialized defense contract). You might need to S elect one before the combination because of certain rules with the merger.

You might also want to combine gross receipts for the passive investment income test, or combine basis between stock and loan basis, or combine to release accumulated earnings and profit (AE&P).

Are you regretting asking? It's OK, we'll move along.

S Corp Election Checklist

So we showed you all the benefits, fees and such... but we need to put the horse back in front of the carriage. Let's go through a quick checklist to ensure we aren't going down the wrong road. As Doc Brown in Back to the Future says, "Roads? Where we're going, we don't need roads." Well, in S Corp land, we do:

1. Does your business earn over \$48,000 net income (profit) after expenses? **Say yes.**
2. Are you located in New York City or Tennessee, where S corporation tax rates are egregious and suck up all the federal tax savings? New Hampshire? Portland, Oregon? **Say no.** Although there might be exceptions where an S Corp makes sense, NYC, TN, and NH in order to maximize Section 199A deduction benefits.
3. Do you have other W-2 income that exceeds or comes close to exceeding the Social Security limits of \$168,600 (2024)? **Say No.** If you say yes, we need net business income to exceed \$200,000 in #1 above so that the Medicare savings exceeds the "lost" Social Security tax paid by the S Corp (huh? We can explain).
4. Is this a going concern? In other words, is the business going to continue to earn the same income or more each year? **Say Yes.**
5. Do you have an LLC or some other entity in place that can be elected to be taxed as an S Corp? **Say Yes.** If you say No, we have options, just not elegant ones such as Shelf Corporations.
6. Do you have other partners besides a spouse... business partners, that is? **Say No.** If you say yes, are you currently splitting income based on ownership percentages or some formula? If you say Formula, then we'll need to explore a **multi-entity arrangement.**
7. Does your entity own any appreciating assets, such as real estate? **Say No.** We don't put appreciating assets into an S corporation. Holding companies own real estate and operating companies elect S Corp status. Chinese Wall.

Are you still here? Excellent news... read on! You can also complete a PDF version of the above questions, and send them to us for review. Common S Corp candidates and current clients for WCG are consultants, engineers, financial advisors, physicians, chiropractors, doctors, surgeons, anesthesiologists, nurse anesthetists (CRNA), insurance agents, attorneys, photographers (the profitable ones), online retailers, FBA retailers, real estate agents, good, old-fashioned widget makers, among several others. We also have many medical groups and financial advisor teams. Yes, even those deemed to be specified service trades or businesses still benefit with Section 199A coupled with an S Corp election! Double your pleasure.

Late S Corp Election Advantages

As you know, being taxed as an S Corp has huge tax savings because you avoid self-employment taxes. Through an S Corp election you are limiting the amount of income subject to Social Security and Medicare taxes which are bundled to be called self-employment taxes. **The savings are easily 8-10% of your net business income after expenses** (based on \$100,000 net biz income). In other words, if you earn \$100,000 in net business income after expenses, your tax savings with an S Corp election could be \$8,000 to \$10,000. This is the big difference when considering the S Corp vs. LLC discussion.

This article is about late S corporation elections and not a drill-down of the nuts and bolts tax savings. If you need more information on how this works and other S corporation advantages, click on the button below: Still not sure or not convinced? No

problem! Please check out Line 4 on Schedule 2 of your Form 1040 tax return. This number reflects the self-employment taxes paid on your business income. We want to reduce this by 60 to 65%. So, if this number is \$15,000 then we probably get this down to about \$7,000 or so which suggests an \$8,000 tax savings.

Form 2553 (the S Corp election form) must be filed with the IRS which tells the IRS that your entity (LLC, partnership or C corporation, and the professional variants) wants to be taxed as an S corporation. It is typically due within 75 days of forming your business entity or the start of your fiscal year, however, there is relief for the late filing of Form 2553 and WCG can guide you through that. IRS Revenue Procedures 2003-43 and 2004-48 used to be the governing rules, but the IRS has simplified the procedure (imagine that!).

IRS Revenue Procedure 2013-30, effective September 3, 2013, allows an entity to get relief and file a late S Corp election within 3 years and 75 days from the date the election was originally intended to be effective. Holy cow. Three years! The IRS is basically saying that if you walk, talk and smell like an S Corp, then you are an S corporation.



So, if it is November 2023, and you want to go back to January 1, 2023 for setting up S corp status, no problem. We prepare and file Form 2553 under IRS RevProc 2013-30, open payroll accounts in your home state (yup, payroll!), process a payroll event that encompasses the entire year and you get a nice W-2. Done! All that is left is preparing your S corporation tax return on Form 1120S and your individual tax return.

What happens if it is too late to open payroll accounts and process a 2023 payroll? Typically, we issue a 1099-NEC from the S Corp to you, the human, to simulate shareholder payroll. This is first-year mulligan stuff, and the following year and beyond, proper payroll must be processed. Yes, complete with pay stubs and a W-2. At times, we manually process a late payroll event, but that is usually because of Section 199A Qualified Business Income Deduction benefits. More on this in a bit.

Let's talk about the fees. here is a snapshot of our fees to do all this for you:

- Late S Corp Election, **\$600** (\$450 for timely elections), \$1,200 if after March 1, 2024 (we can explain why)
- Payroll Setup, **\$550** (CA, CO, TX easier... NY and PA, rough, like a stucco bathtub)
- Q4 Payroll Event and Tax Planning, **\$850** (or \$450 if we skip tax planning)

Five states require a separate S corporation election form to be filed: Arkansas (really?!), New York, New Jersey, Ohio and sometimes Wisconsin.

If you live in a community property state such as Arizona, California, Idaho, Louisiana, Nevada, New Mexico, Texas, Washington and Wisconsin your spouse might need to sign the Form 2553 even if he or she is not a shareholder. As a side bar, community property laws originate from Spanish property laws which is why most of our bordering states are community property states (red does not mean Republican). Wisconsin has no excuse, and Idaho was just caught in some peer pressure from Washington and Nevada.

2023 Late S Corp Election in 2024

Another scenario! Let's say it is March 2024 (tax season) and you're freaking out because you forgot to make the S Corp election earlier. You can still file a late S Corp election Form 2553 back to January 1, 2023 but there are hiccups. Isn't hiccups such a friendly word? Sort of like bumps in the road. No one says pitfalls or disasters anymore, just hiccups.

Bottom line is, we can engage in some revisionist history on March 1, 2024 and simulate Shareholder Wages / Officer

Compensation for December 31, 2023 via a 1099-NEC issued from your S Corp to you individually. No worries, this is a one-time mulligan. We have been successfully, legally and ethically doing this since 2007 under IRS guidance. You'll need real payroll and a real W-2 in 2023 so brace for that required impact. Here are our transparent fees:

- Prior Year Late S Corp Election, **\$600 if can file by March 15**, otherwise \$1,200 (we can explain why)
- Officer Compensation via 1099, Tax Planning, End of Year Tax Moves, **\$850**
- 2023 Corporate and Personal tax returns, typically about **\$2,300** for both

Total out the door for 2023 is **\$3,750**. So, if you have \$100,000 in net business income after expenses, **you'll still pocket about \$5,000 after our fee** and your S corporation will be set up and ready to go for 2023 and 2024 (you still need payroll setup). Boom! Economists love cost-benefit stuff. Other humans just like money.

If your current CPA or tax professional says No, we suggest you find a new accountant (or at least educate him or her). WCG and other reputable CPA firms have been doing this for nearly two decades (there was relief provisions prior to the 2013 issuance of IRS Rev Proc 2013-30) without major problems. Three things happen simultaneously with a prior year late S Corp election:

- Completing Form 2553 including the reasonable cause letter,
- Determining reasonable Shareholder Wage / Officer Compensation, and
- Preparing the S corporation's tax returns (Form 1120S)

Since the IRS is a huge organization, the right hand doesn't always talk to the left hand. Shocking, we know. Additionally, the IRS is bound by regulation to process Form 2553s within 60 days. However, they don't, and they are taking about 4-6 months as of this writing. Therefore, after Thanksgiving, we electronically attach the late S Corp election to the tax returns, and file them together. Before that, we can fax Form 2553 with good success.

Why do you care? **We cannot attach the late S corporation election form to an extension.** There are three scenarios with varying elegance:

1. File Form 2553 before Thanksgiving. You can likely extend your S Corp tax returns (if you need to). Elegant.
2. After Thanksgiving, prepare both the tax return and election paperwork for the S Corp. File together by March 15. Also, elegant.
3. After Thanksgiving, and you need to extend for whatever reason. This gets messy. We will attempt to extend the tax return, but it will be rejected because of an entity mismatch in the IRS database (however, we have a time and date stamp akin to the lite version of a get out of jail free card). We file in the summer, and that kicks off a *nastygram* about late filing penalties, etc. Next, we use our time and date stamp as proof of our attempt to file a timely extension. All this works, but it does take extra brain cells (40-50 new S Corps find themselves in this bucket each year at WCG CPAs & Advisors, so you won't be alone).

Late S Corp Election Consultation

How does this late S corporation election, Form 2553, reasonable cause addendum, and blah blah blah all work? You probably have a good idea reading all this... but you might want to put it all together in a conversation so we can apply the process to your unique world. Let's schedule that chat today!JTVCd2NnLWNvbnRhY3QtdXMINUQ=

Section 199A Deduction

Section 199A deduction also known as the Qualified Business Income deduction (QBID) arises from the Tax Cuts & Jobs Act of 2017. This is a significant tax break for small business owners, but there are rules and limits of course. We have written a short article which outlines what is considered a qualified business for the qualified business income deduction including the dreaded specified service trade definitions (which is easily summed up as "any trade or business where the principal asset is the reputation or skill" of the owner). All this stuff is in our book as well!

Click on the button below for our articles: Even with Section 199A, **S corporations remain a critical tax saving tool for two reasons**. First, the usual self-employment tax savings remains intact for all business owners including specified service trades or businesses. Second, a business owner might need to pay W-2 wages to himself or herself to not be limited by income, and only corporations can pay W-2 wages to owners (in other words, an LLC cannot without an S Corp election). Read the article above for

yJtNCJTIYjTNFJT10MjUwJtIwDg8IMjAIMjQxJtJDMDAwJtNDJtJGdGQIM0UIMEEIM0N0ZCUyMHN0eWxJtNEJtIYmFja2dyb3VuZC1jb2xv
ciUzQSUYmCUIyM2VjZTmZiUzQiUyMHRleHQYwXpZ24IM0EIMjBjZW50ZXRKjTlwc3R5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZTNmNmRmjTNCJTIwDgV4
dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZHRoJTlBNJtIwMTIIMjUIM0IIMjIIM0VbS3V0aW5lJtNDJtJGdGQIM0UIMEEIM0N0ZCUyMHN
0eWxJtNEJtIYmFja2dyb3VuZC1jb2xvciUzQSUYmCUIyM2Y2ZWVkZiUzQiUyMHRleHQYwXpZ24IM0EIMjBjZW50ZXRKjTlwc3R5bG
aCUzQSUYMDEYjTI1JtNCJTIYjTnFUm91dGluZSUzQyUyRnRkTlNfJTBjTNDJtJGdHIIIM0UIMEEIM0N0ciUzRSUwQSUzQ3RkTlwc3R5bG
UIM0QIMj3aWR0aCUzQSUYMDQ5JT1JtNCJTIwDgV4dC1hbGlnbiUzQSUyMgXlZnQIM0IIMjIIM0VDb21wbGltZW50YXJ5JtIwUXVpY2sIM
jBdaGF0cyUyMCIyOENRQyUyOSUzQyUyRnRkTlNfJTBjTNDdGQIMjBzdHlsZSUzRCUyMndpZHRoJTlBNJtIwMTIIMjUIM0IIMjB0ZXh0L
WFsaWduJTlBNjTlwY2VudGVyJtNCJTIYjTnFJT10MjUwJtIwDg8IMjAIMjQ1MDAIM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMjji
YWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZWNIbnNzZmJtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZHRoJTlBNJtIwMTIIMj
UIM0IIMjIIM0VbS3V0aW5lJtNDJtJGdGQIM0UIMEEIM0N0ZCUyMHN0eWxJtNEJtIYmFja2dyb3VuZC1jb2xvciUzQSUYmCUIyM2Y2ZjZk
ZiUzQiUyMHRleHQYwXpZ24IM0EIMjBjZW50ZXRKjTlwc3R5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZTNmNmRmjTNCJTIw
BjTNDdGQIMjBzdHlsZSUzRCUyMmJhY2tncm91bmQtY29sb3IIM0EIMjAIMjNmNmVIZGYIM0IIMjB0ZXh0LWFsaWduJTlBNjTlwY2VudGVy
JtNCJTIwDgV4dC1hbGlnbiUzQSUyMgXlZnQIM0IIMjIIM0VbZGQ0t24IM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMjjiYWNrZ3Jvd
W5kLWNvbG9yJTNBJTlwJtIzZWNINmZmJtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZHRoJTlBNJtIwMTIIMjUIM0IIMjIIM
0VBZGQt24IM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZTNmNmRmjTNCJTIw
dGv4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZHRoJTlBNJtIwMTIIMjUIM0IIMjIIM0VbZGQ0t24IM0MIMkZ0ZCUzRSUwQSUzQ3RkTl
wc3R5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZjZlZWRmJtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZ
HRoJTlBNJtIwMTIIMjUIM0IIMjIIM0UIM0NpJTlwy2xhc3MIM0QIMjYmYXNIMjBmYS1jaGVjayUyMiUzRSUzQyUyRnRkTlNfJTBjTNDdGQIMjBzdHlsZSUz
RSUwQSUzQyUyRnRyJtNfJTBjTNDdHIIIM0UIMEEIM0N0ZCUyMHN0eWxJtNEJtIYd2IkdGgIM0EIMjA0OSUyNSUzQiUyMHRleHQYwXp
Z24IM0EIMjBsZWZ0JtNCJTIYjTnF5W50ZXRjYmYWNpbmclMjB3aXR0JtIwTGvZGVycyUyYyYyMEF0dG9ybV5yUyUyUyMEZpbmFuY
2IhbCUyMFBSYw5uZXJzJtNDJtJGdGQIM0UIMEEIM0N0ZCUyMHN0eWxJtNEJtIYd2IkdGgIM0EIMjA0OSUyNSUzQiUyMHRleHQYwXp
Z24IM0EIMjBjZW50ZXRKjTlwc3R5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZWNINmZmJtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZ
HRoJTlBNJtIwMTIIMjUIM0IIMjIIM0UIM0MjIIM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTN
BJTlwJtIzZWNINmZmJtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZHRoJTlBNJtIwMTIIMjUIM0IIMjIIM0UIM0MIMkZ0ZCU
zRSUwQSUzQ3RkTlwc3R5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZTNmNmRmjTNCJTIwDgV4dC1hbGlnbiUzQSUyMG
NlbnRlciUzQiUyMHdpZHRoJTlBNJtIwMTIIMjUIM0IIMjIIM0VbS3V0aW5lJtNDJtJGdGQIM0UIMEEIM0N0ZCUyMHN0eWxJtNEJtIYmFja2
yb3VuZC1jb2xvciUzQSUYmCUIyM2Y2ZWVkZiUzQiUyMHRleHQYwXpZ24IM0EIMjBjZW50ZXRKjTlwc3R5bGUILM0QIMj3aWR0aCUzQSUyMDEYjTI1Jt
NCJTIYjTnFUm91dGluZSUzQyUyRnRkTlNfJTBjTNDJtJGdHIIIM0UIMEEIM0N0ciUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMj3aWR0aCUzQ
SUyMDQ5JT1JtNCJTIwDgV4dC1hbGlnbiUzQSUyMgXlZnQIM0IIMjIIM0UIM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMj3aW
R0aCUzQSUYMDE1JT1JtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMiUzRSUzQyUyRnRkTlNfJTBjTNDdGQIMjBzdHlsZSUz
RCUyMndpZHRoJTlBNJtIwMTIIMjUIM0IIMjIIM0UIM0MjIIM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMj3aWR0aCUzQSUYMDEYjTI1JtNCJTIYjTnFJTNDJtJGdGQIM0UIMEEIM0N0ZCUyMH
N0eWxJtNEJtIYd2IkdGgIM0EIMjA0OSUyNSUzQiUyMHRleHQYwXpZ24IM0EIMjBjZW50ZXRKjTlwc3R5bGUILM0QIMj3aWR0aCUzQSUYMDEYjTI1JtNCJTIYjTnFJTNDJtJG
dGQIM0UIMEEIM0MIMkZ0ciUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMj3aWR0aCUzQSUYMDEYjTI1JtNCJTIYjTnFJTNDJtJGdGQIM0UIMEEIM0MIMkZ0ciUzRSUwQSUzQ3RyJtNfJTBjTNDdGQIMjBzdHlsZSUzRCUyMndpZHRoJTlBNJtIwNDkIMjUIM0IIMjB0ZXh0L
WFsaWduJTlBNjTlwY2VudGVmdCUzQiUyMiUzRUZyYWN0aW9uYWwIMjBDb250cm9sbGVyJtIwJTI4bW9uaXRvcmluZyUyMDNyZCUyMHBhbc
nR5JTlwYm9va2tIZXBmclMjklM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMj3aWR0aCUzQSUYMDE1JT1JtNCJTIwDgV4d
C1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMiUzRVZhcmlcyUyUyRnRkTlNfJTBjTNDdGQIMjBzdHlsZSUzRCUyMmJhY2tncm91bmQtY2
9sb3IIM0EIMjAIMjNlY2U2ZmYIM0IIMjB0ZXh0LWFsaWduJTlBNjTlwY2VudGVyJtNCJTIwDgV4dC1hbGlnbiUzQSUyMgXlZnQIM0EIMjA0OSUyNSUzQiUyMiUzRUfKZC
1PbiUzQyUyRnRkTlNfJTBjTNDdGQIMjBzdHlsZSUzRCUyMmJhY2tncm91bmQtY29sb3IIM0EIMjAIMjNlY2ZGYIM0IIMjB0ZXh0LWFsa
WduJTlBNjTlwY2VudGVyJtNCJTIwDgV4dC1hbGlnbiUzQSUyMgXlZnQIM0EIMjA0OSUyNSUzQiUyMiUzRUfKZC1PbiUzQyUyRnRkTlNfJTBjTNDdGQIMjBzdHlsZSUz
RCUyMmJhY2tncm91bmQtY29sb3IIM0EIMjAIMjNlY2ZGYIM0IIMjB0ZXh0LWFsaWduJTlBNjTlwY2VudGVyJtNCJTIwDgV4dC1hbGlnbiUzQSUyMgXlZnQIM0EIMj
A0OSUyNSUzQiUyMHRleHQYwXpZ24IM0EIMjBsZWZ0JtNCJTIYjTnFUXVhcnRlcmx5JTlwRmluYW5jaWFsJTIwU3Rh
dGvZW50cyUyMEFuYw5c2lZjTJDTlwQ29tcGFyaXNvbnMIM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R5bGUILM0QIMj3aWR0aCUzQSU
yMDE1JT1JtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMiUzRSUyNDEIMkMyMDAIM0MIMkZ0ZCUzRSUwQSUzQ3RkTlwc3R
5bGUILM0QIMjjiYWNrZ3JvdW5kLWNvbG9yJTNBJTlwJtIzZWNINmZmJtNCJTIwDgV4dC1hbGlnbiUzQSUyMGNlbnRlciUzQiUyMHdpZHRoJ

TNBJTlwMTIIMjUIM0IIMjIIM0VBZGQTT24IMkEIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjjiYWNrZ3jvdW5kLWNvbG9yJT
BJTlwjTlzZTNmNmRmjTNCJTlwdGV4dC1hbGlnbiUzQSuyMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjUIM0IIMjIIM0VBZGQTT24IMkE
IM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjjiYWNrZ3jvdW5kLWNvbG9yJTBNBJTlwjTlzZIZWRmjtNCJTlwdGV4dC1hbGln
biUzQSuyMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjUIM0IIMjIIM0UIM0NpjtIwY2xhc3MIM0QIMjImYXIMIMjBmYS1jaGVjayUyMiUzR
SUzQyUyRmkIM0UIM0MIMkZ0ZCUzRSUwQSuzQyUyRnRyjtNFJTBBJTNDdHIIIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyd2lkdGgIM0E
MjA0OSUyNSUzQiUyMHRleHQtYwXpZ24IM0EIMjBsZWZ0JTNCJTlyjTnFQW5udWFsJTlwQ2FzaCUyMEZsb3clMjBNYw5hZ2VtZW50JTJD
JTlwQW5hbHlzaXIMIMjAIM0NhtIwaHjIziUzRCUyMmh0dHBzjTNBJTjGjTjGd2NnaW5jLmNvbSUyRmjl1c2luZXNzLXNlcnZpY2VzJTgyY2Fz
aC1mbG93LW1hbmfFnZW1lbnQIMkYIMjIIMjByZWwIM0QIMjIub29wZW5lciUyMG5vcmVmZXJyZXIIMjIIMjB0YXJnZXQIM0QIMjfyfmxhb
mslMjIIM0UIM0UINjtb3JlTVEJTNDJTjGYSUZRSUZQyUyRnRkjtNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyMndpZHRojTNBJTlwMTUIIMjUIM0IIMjB
0ZXh0LWFsaWdujTNBJTlwY2VudGVyYjTNCJTlyjTnFJTl0MSUyQzUwMCUyMHRvjtIwjtI0MiUyQzUwMCUzQyUyRnRkjtNFJTBBJTNDdGQI
MjBzdHlsZSUzRCUyMmjhY2tncm91bmQtY29sb3IIM0EIMjAImjNIY2U2ZmYIM0IIMjB0ZXh0LWFsaWdujTNBJTlwY2VudGVyYjTNCJTlwd2l
kdGgIM0EIMjAxiMiUyNSUzQiUyMiUzRSUZQyUyRnRkjtNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyMmjhY2tncm91bmQtY29sb3IIM0EIMjAIm
jNIM2Y2ZGYIM0IIMjB0ZXh0LWFsaWdujTNBJTlwY2VudGVyYjTNCJTlwd2lkdGgIM0EIMjAxiMiUyNSUzQiUyMiUzRSUZQyUyRnRkjtNFJTBB
TNDdGQIMjBzdHlsZSUzRCUyMmjhY2tncm91bmQtY29sb3IIM0EIMjAImjNmNmVIZGYIM0IIMjB0ZXh0LWFsaWdujTNBJTlwY2VudGVyYjT
NCJTlwd2lkdGgIM0EIMjAxiMiUyNSUzQiUyMiUzRSUZQ2kIMjBjBGFzcyUzRCUyMmZhcUyMGZHLWN0ZWNRjtIlyjTnFJTNDJTjGaSUzRSUZ
QyUyRnRkjtNFJTBBJTNDJTjGdHIIIM0UIMEEIM0N0ciUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMj3aWR0aCUzQSuyMDQ5JT11JTNCJTlwdG
V4dC1hbGlnbiUzQSuyMGxIZnQIM0IIMjIIM0VBbm51YWwIMjBCdWRnZXRpbnclMkMIMjBGB3JlY2FzdGluZyUyQyUyMEdVYWwIMjBTZ
XR0aW5nJTNDJTjGdGQIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyd2lkdGgIM0EIMjAxiNSUyNSUzQiUyMHRleHQtYwXpZ24IM0EIMjBjZ
W50ZXIIM0IIMjIIM0UIMjQ3NTAIMjB0byUyMCUyNDEIMkMwMDAIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjjiYWNrZ3jvd
W5kLWNvbG9yJTBNBJTlwjTlzZWNINmZmjTNCJTlwdGV4dC1hbGlnbiUzQSuyMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjUIM0IIMjIIM
0UIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjjiYWNrZ3jvdW5kLWNvbG9yJTBNBJTlwjTlzZTNmNmRmjTNCJTlwdGV4dC1h
bGlnbiUzQSuyMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjUIM0IIMjIIM0UIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjji
YWNrZ3jvdW5kLWNvbG9yJTBNBJTlwjTlzZIZWRmjtNCJTlwdGV4dC1hbGlnbiUzQSuyMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjU
IM0IIMjIIM0UIM0NpjtIwY2xhc3MIM0QIMjImYXIMIMjBmYS1jaGVjayUyMiUzRSUZQyUyRmkIM0UIM0MIMkZ0ZCUzRSUwQSuzQyUyRnR
yjtNFJTBBJTNDdHIIIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyd2lkdGgIM0EIMjA0OSUyNSUzQiUyMHRleHQtYwXpZ24IM0EIMjBsZWZ0J
TNCJTlyjTnFQW5udWFsJTlwRmlyc3QIMjBSZXNIYXJjaCUyMfJlcG9ydHMIMkMIMjBjBmR1c3RyeS1Gbn2N1c2VkJTlwQ29uc3VsdGluZyUy
MCUzQ2EIMjB0YXJnZXQIM0QIMjfyfmxhbmslMjIIMjBocmVmJTNEJTlyHR0cHMIM0EIMkYIMkZ3Y2dpbmMuY29tYjTjGd3AtY29udGVudC
UyRmRvY3VtZW50cyUyRkZpcnN0UmVzZWYyZ29ucGRmjtIlyjTlwcmVsJTNEJTlybm9vcGVuZXIIMjBub3JlZmVycmVYjTlyjTnFJTVCbW9
yZSU1RCUzQyUyRmEIM0UIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMj3aWR0aCUzQSuyMDE1JT11JTNCJTlwdGV4dC1hb
GlnbiUzQSuyMGNIbnRlciUzQiUyMiUzRSUyNDM1MCUyMHRvjtIwjtI0NjAwtNDJTjGdGQIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyYm
Fja2dyb3VuZC1jb2xvciUzQSuyMCUyM2VjZTZmZiUzQiUyMHRleHQtYwXpZ24IM0EIMjBjZW50ZXIIM0IIMjB3aWR0aCUzQSuyMDEyJT11
JTNCJTlyjTnFJTNDJTjGdGQIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyYmFja2dyb3VuZC1jb2xvciUzQSuyMCUyM2UzZkZiUzQiUyM
HRleHQtYwXpZ24IM0EIMjBjZW50ZXIIM0IIMjB3aWR0aCUzQSuyMDEyJT11JTNCJTlyjTnFJTNDJTjGdGQIM0UIMEEIM0N0ZCUyMHN0eW
xlJTNEJTlyYmFja2dyb3VuZC1jb2xvciUzQSuyMCUyM2Y2ZWVkiUzQiUyMHRleHQtYwXpZ24IM0EIMjBjZW50ZXIIM0IIMjB3aWR0aCUz
QSuyMDEyJT11JTNCJTlyjTnFJTNDaSUyMGNsYXNzjTNEJTlyZmFzjTlwZmEtY2hiY2sIMjIIM0UIM0MIMkZpJTnFJTNDJTjGdGQIM0UIMEEIM
0MIMkZ0ciUzRSUwQSuzQ3RyjtNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyMndpZHRojTNBJTlwNDkIMjUIM0IIMjB0ZXh0LWFsaWdujTNBJTl
wbGVmdCUzQiUyMiUzRUfubnVhbCUyME5hdGlvbmFsjTlwYW5kYjTlwTWV0cm8IMjBFY29ub21pYyUyMfJlcG9ydHMIM0MIMkZ0ZCUzR
SUwQSuzQ3RkjtIwC3R5bGUILM0QIMj3aWR0aCUzQSuyMDE1JT11JTNCJTlwdGV4dC1hbGlnbiUzQSuyMGNIbnRlciUzQiUyMiUzRSUyND
E1MCUzQyUyRnRkjtNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyMmjhY2tncm91bmQtY29sb3IIM0EIMjAImjNIY2U2ZmYIM0IIMjB0ZXh0LWF
saWdujTNBJTlwY2VudGVyYjTNCJTlwd2lkdGgIM0EIMjAxiMiUyNSUzQiUyMiUzRSUZQyUyRnRkjtNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyM
mjhY2tncm91bmQtY29sb3IIM0EIMjAImjNIM2Y2ZGYIM0IIMjB0ZXh0LWFsaWdujTNBJTlwY2VudGVyYjTNCJTlwd2lkdGgIM0EIMjAxiMiUyN
SUzQiUyMiUzRSUZQyUyRnRkjtNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyMmjhY2tncm91bmQtY29sb3IIM0EIMjAImjNmNmVIZGYIM0IIMjB
0ZXh0LWFsaWdujTNBJTlwY2VudGVyYjTNCJTlwd2lkdGgIM0EIMjAxiMiUyNSUzQiUyMiUzRSUZQ2kIMjBjBGFzcyUzRCUyMmZhcUyMGZ
hLWN0ZWNRjtIlyjTnFJTNDJTjGaSUzRSUZQyUyRnRkjtNFJTBBJTNDJTjGdHIIIM0UIMEEIM0N0ciUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIM
j3aWR0aCUzQSuyMDQ5JT11JTNCJTlwdGV4dC1hbGlnbiUzQSuyMGxIZnQIM0IIMjIIM0VLUEkIMjBBbmFseXNpcyUyQyUyMEJlbnNobWF
ya2luZyUyQyUyMEhvdCUyMfNoZVV0cyUyQyUyMFRyZW5kYjTlwQW5hbHlzaXIMIMjAIM0NhtIwaHjIziUzRCUyMmh0dHBzjTNBJTjGjTj
Gd2NnaW5jLmNvbSUyRndwLWNvbNlbnQIMkZkb2N1bWVudHMIMkZSZWFjaFJlcG9ydGluZ0V4Yw1wbGvZLnBkZiUyMiUyMHJlbcUz
RCUyMm5vb3BlbmVYjTlwbm9yZWZlcnJlciUyMiUyMHRhcmlldCUzRCUyMI9ibGFuayUyMiUzRSU1Qm1vcmUINUQIM0MIMkZjHjTnFJT
NDJTjGdGQIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyd2lkdGgIM0EIMjAxiNSUyNSUzQiUyMHRleHQtYwXpZ24IM0EIMjBjZW50ZXIIM0I
MjIIM0UIMjQ1MDAIMjB0byUyMCUyNDEIMkM1MDAIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjjiYWNrZ3jvdW5kLWNvbG
9yJTBNBJTlwjTlzZWNINmZmjTNCJTlwdGV4dC1hbGlnbiUzQSuyMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjUIM0IIMjIIM0UIM0MIMkZ
0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjjiYWNrZ3jvdW5kLWNvbG9yJTBNBJTlwjTlzZTNmNmRmjTNCJTlwdGV4dC1hbGlnbiUzQS
yMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjUIM0IIMjIIM0UIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMjjiYWNrZ3jvdW
5kLWNvbG9yJTBNBJTlwjTlzZIZWRmjtNCJTlwdGV4dC1hbGlnbiUzQSuyMGNIbnRlciUzQiUyMHdpZHRojTNBJTlwMTIIMjUIM0IIMjIIM0U
M0NpjtIwY2xhc3MIM0QIMjImYXIMIMjBmYS1jaGVjayUyMiUzRSUZQyUyRmkIM0UIM0MIMkZ0ZCUzRSUwQSuzQyUyRnRyjtNFJTBBJT
NDdHIIIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyd2lkdGgIM0EIMjA0OSUyNSUzQiUyMHRleHQtYwXpZ24IM0EIMjBsZWZ0JTNCJTlyjTnF
JTNDJTjGdGQIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTlyd2lkdGgIM0EIMjAxiNSUyNSUzQiUyMHRleHQtYwXpZ24IM0EIMjBjZW50ZXIIM0I
IMjIIM0UIM0MIMkZ0ZCUzRSUwQSuzQ3RkjtIwC3R5bGUILM0QIMj0ZXh0LWFsaWdujTNBJTlwY2VudGVyYjTNCJTlwd2lkdGgIM0EIMjAxiMi

XIIM0IIMjB3aWR0aCUzQSUYMDEYjT1JTNCJTlyjTNFJTNDc3Ryb25nJTNFQ3VzdG9tJNDJTGc3Ryb25nJTNFJTNDJTGdGQIM0UIMEEIMO
MIMkZ0ciUzRSUwQSuzQ3RyJTNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyMndpZHRoJTNBJTlwNDkIMjUIM0IIMjB0ZXh0LWFsaWduJTBNBJTlw
cmInaHQIM0IIMjUIM0UIM0MIMkZ0ZCUzRSUwQSuzQ3RkJTlwc3R5bGUIM0QIMj3aWR0aCUzQSUYMDE1JT1JTNCJTlwdGV4dC1hbGlnbi
UzQSUYMGxIZnQIM0IIMjUIM0UIM0NzdHjvbmclM0VQYWIkJTlwTW9udGhseSUzQyUyRnN0cm9uZyUzRSUzQyUyRnRkJTBNFJTBBJTNDdG
QIMjBzdHlsZSUzRCUyMmJhY2tncm91bmQtY29sb3IIM0EIMjAlMjNlY2U2ZmYIM0IIMjB0ZXh0LWFsaWduJTBNBJTlwY2VudGVyJTNCJTlwd
2lkdGgIM0EIMjAxMiUyNSUzQiUyMiUzRSUzQ3NwYW4IMjBzdHlsZSUzRCUyMmNvbG9yJTBNBJTlwY2VudGVyJTNCJTlwd2lkdGgIM0EIMjAxMiUyNSUzQiUyMiU
zRSUzQ3NwYW4IMjBzdHlsZSUzRCUyMmNvbG9yJTBNBJTlwY2VudGVyJTNCJTlwd2lkdGgIM0EIMjAxMiUyNSUzQiUyMiUzRSUzQ3NwYW4IMjBzdHlsZSUzRC
UyMmNvbG9yJTBNBJTlwY2VudGVyJTNCJTlwd2lkdGgIM0EIMjAxMiUyNSUzQiUyMiUzRSUzQ3NwYW4IMjBzdHlsZSUzRCUyMmNvbG9yJTBNBJTlwY2VudGVyJTNCJTlwd2lkdGgIM0EIMjAxMiUyNSUzQiU
yMHRleHQYwXpZ24IM0EIMjByaWdodCUzQiUyMiUzRSUzQyUyRnRkJTBNFJTBBJTNDdGQIMjBzdHlsZSUzRCUyMnRleHQYwXpZ24IM0
EIMjBjZW50ZXIIM0IIMjB3aWR0aCUzQSUYMDEYjT1JTNCJTlyjTNFJTNDJTGdGQIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTIyY2lkdGgIM0EIMjAxNSUyNSUzQiU
wb24IMjBvbmJvYXkaW5nJTlwZGF0ZSUyOSUzQyUyRnRkJTBNFJTBBJTNDJTGdGQIM0UIMEEIM0MIMkZ0Ym9keSUzRSUwQSuzQyUyRnRk
hYmXlJTNF[vc_raw_html][vc_empty_space height="25px"][vc_column_text css=".vc_custom_1735514242304{margin-bottom:
20px !important;}"]The primary difference between Vail and Telluride is pro-active business entity tax planning which focuses on
state-level taxes such as franchise taxes and pass-through entity tax calculations. See below for more details.

Custom! Unlike the modern day new car packages where you have to spend \$8,000 for the moonroof, our Business Advisory Service plans can be customized specifically for you. The array above is simply a starting point. If you need more or less from us, let's chat about it!

Fees Updated! Our Business Advisory and Tax Patrol Service fees were updated **August 2024**, and we usually hold fees for at least two years (or through December 31, 2026) unless inflation skyrockets back to 9%.
[vc_column_text][vc_column][vc_row][vc_row][vc_column width="1/3" el_class="vc_btn3-left"][vc_empty_space height="25px"][vc_btn title="Sample Advisory Proposal" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-file-contract" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwfcginc.com%2Fwp-content%2Fdocuments%2FProposal.pdf|title:Sample%20Business%20Advisory%20Proposal|target:_blank" el_class="vc_btn3-block"][vc_column][vc_column width="1/3"][vc_empty_space height="25px"][vc_btn title="Master Service Agreement" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-tasks" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwfcginc.com%2Fwfcg-master-service-agreement%2F|title:Master%20Service%20Agreement|target:_blank" el_class="vc_btn3-block"][vc_column][vc_column width="1/3"][vc_empty_space height="25px"][vc_btn title="Tax Planning Services" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-calculator" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwfcginc.com%2Ftax-support%2Ftax-planning-services%2F|title:Tax%20Planning%20Services"]
[vc_column][vc_row][vc_row css=".vc_custom_1707753006238{margin-top:0px !important;}"][vc_column][vc_empty_space height="25px"][vc_column_text css=".vc_custom_1727610941586{margin-bottom:20px !important;}"]

*The Asterisk

Yeah, we all dislike the little asterisk. The gotcha! The fine print! Well, here is one of those situations. Pro-active and Pro-active Biz Tax Planning are different. Pro-active tax planning is limited (for individuals and households) and does not include business-entity tax planning and payments (California's Franchise Tax, New Jersey's BAIT, Portland's overall madness, NYC, etc.), **pass-through entity tax (PTET) calculations** and payments, among other things. **Not every business entity needs separate tax planning!** Texas, No. California, Yes. Please see our **Tax Planning Services** page and **Master Service Agreement** for more information.

Our Telluride Business Advisory plan includes the pro-active business tax planning plus interfacing with lenders, attorneys and financial planners.

Afraid of bait and switch? Yeah, we think that stinks too. Our annual fee for Vail, as an example, is \$4,500. What can make this fee go up? The most prominent reason is additional state tax returns (taxing jurisdictions). However, we will detail that in your

proposal. Please see our **individual** and **business entity** tax return preparation pages for more information.

Quarterly financial statements analysis is an add-on service, however it is included automatically if you use our **accounting services**.

[Tax Planning Services](https://www.fwcginc.com/tax-support/tax-planning-services/)

[Tax Reduction Strategies](https://www.fwcginc.com/tax-support/tax-reducing-taxes/)

[Pass Thru Entity Tax Deduction](https://www.fwcginc.com/blog/pass-through-entity-tax-deduction/)

Real Estate Investor Services

On one hand we have our Business Advisory Service plans which are very comprehensive yet might contain some services that not everyone needs such as salary optimization, payroll processing, multiple tax planning events, among other things.

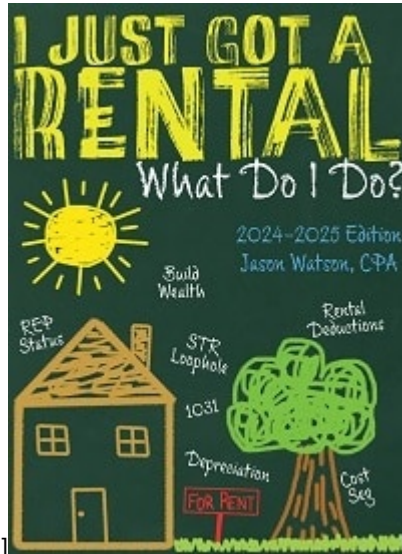
On the other hand we have transactional relationships where clients come in each spring for tax return preparation, and that's all they need. No questions. No tax planning. Just a pile of tax documents and a few discussions later and bada bing bada boom they have a tax return and a nice summer.



Is there an in-between? Boom! We have Tax Patrol (see below) and now Investor Patrol. We are ripping off the classic real estate investor game of Monopoly as our theme!

Investor Patrol is a wonderful tax service for those who don't need all the business advisory bells and whistles, but desire proactive tax planning and scenario-based decision making assistance from an experienced real estate CPA and tax consultant. Have a quick tax question? Need to know the depreciation rules as you furnish that new short-term rental? Want to kick around Real Estate Professional designation? Wondering what your April tax bill is going to be in August?

Investor Patrol is like ski patrol... you might not use it, but you sleep better knowing you have it. We offer three typical versions aptly labeled Houses, Hotels and Monopoly. However, each of these can be customized to fit your unique needs.



height="25px"]vc_column_text css="" Investor Patrol is specifically designed to give you the freedom to call, text or email us without the worry of being nicked and dined like other outdated CPA firms. And! We also provide a tax planning event (usually around May, June and July) where we gather up your financial records like paystubs, rental activities, stock sales, etc. and we create a mock tax return projecting your annual income and eventual tax obligations. We are not big on surprises... bad news in August is palatable, yet bad news on April 15 is unacceptable.

Let's not forget that Investor Patrol also includes IRS audit defense for any tax return that we prepare. Please review our full Investor Patrol Services webpage for **all kinds of fine print** for your consideration. It's really not that much.

Also, please check out our rental property book titled **I Just Got A Rental, What Do I Do?** This is our second book. Our first book, **Taxpayer's Comprehensive Guide to LLCs and S Corps**, was first published in 2014 and was well-received by small business owners and tax professionals, so we thought a book on rental properties and real estate investments would be equally helpful. So, here we are with our first iteration, or the 2024-2025 edition. We plan to update annually.

[vc_column_text][vc_column][vc_row][vc_row][vc_column width="1/3" el_class="vc_btn3-left"]vc_empty_space height="25px"]vc_btn title="Real Estate Professional (REPS)" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-id-badge" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwcginc.com%2Fkb-rental-property%2Freal-estate-professional-status-reps%2F"title:Real%20Estate%20Professional%20(REPS)|target:_blank" el_class="vc_btn3-block"]vc_column][vc_column width="1/3"]vc_empty_space height="25px"]vc_btn title="Rental Tax Deductions" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-hand-holding-usd" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwcginc.com%2Ftax-center%2Frental-property-tax-deductions%2F"title:Rental%20Property%20Tax%20Deductions|target:_blank"]vc_column][vc_column width="1/3"]vc_empty_space height="25px"]vc_btn title="Short-Term Rental Loophole" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-igloo" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwcginc.com%2Fblog%2Fshort-term-rental-loophole%2F"title:Short-Term%20Rental%20Loophole|target:_blank"]vc_column][vc_row][vc_row][vc_column width="1/3"]vc_empty_space height="25px"]vc_btn title="Rental Property Bookkeeping" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-calculator" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwcginc.com%2Fbusiness-services%2Faccounting-services%2F"]vc_column][vc_column width="1/3"]vc_empty_space height="25px"]vc_btn title="Real Estate Holding Company" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-umbrella" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwcginc.com%2Fkb%2Frental-partnerships%2F"]vc_column][vc_column width="1/3"]vc_empty_space height="25px"]vc_btn title="Partnership Tax Prep" style="custom" custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-calculator" css="" button_block="true" add_icon="true" link="url:https%3A%2F%2Fwcginc.com%2Fbusiness-services%2Fcorporate-tax-prep%2F"]vc_column][vc_row][vc_row css=".vc_custom_1707753006238{margin-top: 0px !important;}"]vc_column][vc_empty_space height="25px"]vc_column_text css=""

dGQIM0UIEMEEIM0MIMkZ0ciUzRSUwQSUzQyUyRnRib2R5JTNFJTBBJTNDJTGdGFibGUIM0U=[/vc_raw_html!][vc_column][vc_row][vc_row css=".vc_custom_1707753006238{margin-top: 0px !important;}"][vc_column][vc_empty_space height="25px"][vc_column_text css=".vc_custom_1730133066616{margin-bottom: 20px !important;}"]

Our Way of Business

Here are some quickie FAQs to learn more about [WCG CPAs & Advisors](#), and how we do business-

Do you extend a lot of tax returns?

Nope. We have a t-shirt that reads, "Hate extensions. Love our summers." We file 70% of our tax returns by April 15, and only extend per the client's request or if there is missing data such as a rogue K-1. We'll go as quickly as you let us! Also, we don't have A listers... we prepare tax returns in first-in first-out sequence. Sure, we leave room for emergencies or other issues that allow for jumping the line.

How is Business Advisory different than Tax Patrol or Investor Patrol?

Good question! Our Business Advisory Service plans (Vail, Telluride and Aspen) are more advisory forward like a robust old-fashioned with lots of planning, **tax reduction strategies** and business consultation to help you make decisions. Our Tax Patrol Services (Keystone, Copper and Breck) are more tax preparation forward like a refreshing vodka-lemonade with less tax planning, or at least less-intensive planning and consultation.

Investor Patrol Services for our **rental property owners and investors** is somewhere in-between since real estate is a business like any other requiring more planning, strategy and consultation but falls short of needing shareholder payroll planning and processing.



How often do we schedule meetings?

Up to you! In the past, we would pro-actively schedule quarterly meetings with all Business Advisory and Tax Patrol clients, but it was cumbersome for everyone. Today, we generally connect at least 3 times a year in a meaningful way. Once for tax return preparation, once for tax planning and then another for a myriad of reasons ("hey, I am buying a car" or "hey, we sold a rental"). This is all back-filled with emailed correspondence and touch-ups throughout the year. Having said that, with routine consultation offered above, your goal is to extract everything you need from us.

We prefer scheduled meetings over Teams. Check out our **CPA Concierge Service** as well. Priority boarding. HOV lane. Early check-in.

What is your communication style?

We rely heavily on emails and text message alerts. However, we do not have an allergy to the telephone. During friendly hours (let's say 8AM to 7PM including weekends) we will usually call first if we have a question or need clarification. We are committed to responding to your email within 3 business days.

To get work chores done, the tax team responds to emails on Mondays and Thursdays only (what we call our "comms" days). Other teams such as payroll and accounting have similar email cadences.

bnRojTNDJTJGdGQIM0UIMEEIM0MIMkZ0ciUzRSUwQSuzQ3RyJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMnRleHQYwXpZ24IM0EIMjBsZ
WZ0JTNCJTlwd2lkdGgIM0EIMjA2NCUyNSUzQiUyMiUzRSUzQyUyRnRkJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMndpZHRojTnBJTlWmZ
YIMjUIM0IIMjB0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMiUzRZR5cGijYwXseSUyMCUyNDE1MCUyMHBiCiUyMHF1YXJ0ZXIIM0MIMk
Z0ZCUzRSUwQSuzQyUyRnRyJTnfJTBBJTNDdHIIIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTIyYdGV4dC1hbGlnbiUzQSUYMGxIZnQIM0IIMj
B2ZXJ0aWNBhC1hbGlnbiUzQSUYMHRvcCUzQiUyMHdpZHRojTnBJTlWnQIMjUIM0IIMjIIM0VFbXBsb3IIZSUyMFBheXJvbGwIMjAImJhka
XJlY3QIMjBkZXBvc2I0JTJlTlWYmkt2Vla2x5JTl5JTlWjTNDYSUyMGhyZWYIM0QIMjJodHRwcyUzQSUYRiUyRndjZ2luYy5jb20IMkZidXNp
bmVzcy1zZXJ2aWNBcyUyRnBheXJvbGwIMkYIMjIIMjByZWwIM0QIMjJub29wZW5lciUyMG5vcmlvZmVzXlYXIIIMjB0YXJnZXQIM0QIMjJf
YmxhbmsIMjIIM0UINUJtb3JlTVEJTDNDJTGYSUzRSUzQyUyRnRkJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMndpZHRojTnBJTlWmZyYIMjUIM
0IIMjB0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMiUzRTEIMjBlbXBsb3IIZSUyQyUyMCUyNDEwMCUyMHBiCiUyMG1vbnRojTNDJTJGd
GQIM0UIMEEIM0MIMkZ0ciUzRSUwQSuzQ3RyJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMnRleHQYwXpZ24IM0EIMjBsZWZ0JTNCJTlwd
mVydGijYwWtYwXpZ24IM0EIMjB0b3AIm0IIMjB3aWR0aCUzQSUYMDY0JTl1JTNCJTlYjTnfJTNDJTJGdGQIM0UIMEEIM0N0ZCUyMHN0eW
xlJTNEJTIyYd2lkdGgIM0EIMjA2NiUyNSUzQiUyMHRleHQYwXpZ24IM0EIMjBsZWZ0JTNCJTlYjTnFMi01JTlWZw1wbG95ZWVzJTJlTlWjTl0
MTc1JTlWcGVyJTlwbW9udGgIM0MIMkZ0ZCUzRSUwQSuzQyUyRnRyJTnfJTBBJTNDdHIIIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTIyYdGV
4dC1hbGlnbiUzQSUYMGxIZnQIM0IIMjB2ZXJ0aWNBhC1hbGlnbiUzQSUYMHRvcCUzQiUyMHdpZHRojTnBJTlWnQIMjUIM0IIMjIIM0UIM0
MIMkZ0ZCUzRSUwQSuzQ3RkJTlwc3R5bGUM0QIMj3aWR0aCUzQSUYMDM2JTl1JTNCJTlwdGV4dC1hbGlnbiUzQSUYMGxIZnQIM0IIMjI
IM0U2LTEwJTlWZw1wbG95ZWVzJTJlTlWjTl0MjUwJTlWcGVyJTlwbW9udGgIM0MIMkZ0ZCUzRSUwQSuzQyUyRnRyJTnfJTBBJTNDJTJG
dGJvZkIM0UIMEEIM0MIMkZ0YwJzSUzRQ==[/vc_raw_html][vc_empty_space height="25px"][/vc_column_text
css=".vc_custom_1733686732843{margin-bottom: 20px !important;}"]Fine Print: Starting accounting service fees are based on
2 bank accounts (one checking account and one credit card is 2 accounts) with less than 250 monthly transactions. Our fee does
not include the QBO subscription fee from Intuit. Custom quote is available if you have a lot going on such as third-party
integrations (POS, time billing system), accrual accounting method, extensive benefits packages and / or industry specific issues
(e.g, job costing in construction). The first step for Accounting Services is to do an **accounting assessment** with one of our
experts to determine scope, service level and ultimate fee (see button below).

Even Finer Print: Employee payroll can be added only if already using our Business Advisory Service plans above (e.g, Vail).
Custom quote for more than 15 employees and a referral to therapy or a script for

Excedrin.[/vc_column_text][[/vc_column][[/vc_row][vc_row css=".vc_custom_1707753006238{margin-top: 0px
!important;}"][/vc_column][vc_empty_space height="25px"][/vc_raw_html
css="""]JTNDdGfIGUIMjBzdHlsZSUzRCUyMndpZHRojTnBJTlWODAIMjUIM0IIMjIIM0UIMEEIM0N0Ym9keSUzRSUwQSuzQ3RyJTnfJTBB
JTNDdGQIMjBzdHlsZSUzRCUyMmJhY2tncm91bmQtY29sb3IIM0EIMjAImjNINWU0ZTIIM0IIMjB3aWR0aCUzQSUYMDY0JTl1JTNCJTlwdG
V4dC1hbGlnbiUzQSUYMGxIZnQIM0IIMjB2ZXJ0aWNBhC1hbGlnbiUzQSUYMGJvdHRvbSUzQiUyMiUzRSUwQSuzQ3N0cm9uZyZuZSUz
Q3NwYW4IMjBzdHlsZSUzRCUyMmNvbG9yJTnBJTlWjTlZnWQzZmQzJTNCJTlWZm9udC1zaXplJTnBJTlWMTwheCUzQiUyMiUzRUJ1c2luZ
XNzJTlWZm9yYWF0aW9uJTNDJTJGc3BhbiUzRSUzQyUyRnN0cm9uZyZuZSUzQyUyRnRkJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMmJh
Y2tncm91bmQtY29sb3IIM0EIMjAImjNINWU0ZTIIM0IIMjB3aWR0aCUzQSUYMDM2JTl1JTNCJTlwdGV4dC1hbGlnbiUzQSUYMGxIZnQIM0
IIMjIIM0UIM0MIMkZ0ZCUzRSUwQSuzQyUyRnRyJTnfJTBBJTNDdHIIIM0UIMEEIM0N0ZCUyMHN0eWxlJTNEJTIyYdGV4dC1hbGlnbiUzQS
yMGxIZnQIM0IIMjB3aWR0aCUzQSUYMDY0JTl1JTNCJTlYjTnFQXJ0aWNBsZXMIMjBvZiUyME9yZ2FuaXphdGlvbiUyMG9yJTlWZw1wb3Jw
3JhdGlvbiUyQyUyMG9yJTlWZGZc29sdXRpb24IM0MIMkZ0ZCUzRSUwQSuzQ3RkJTlwc3R5bGUM0QIMj3aWR0aCUzQSUYMDM2JTl1J
TNCJTlwdGV4dC1hbGlnbiUzQSUYMGxIZnQIM0IIMjIIM0UIMjQ2MjUIMjAImkIIMjBzdGF0ZSUyMGZpbGluZyUyMGZlZSUzQyUyRnRkJTnf
JTBBJTNDJTJGdHIIIM0UIMEEIM0N0ciUzRSUwQSuzQ3RkJTlwc3R5bGUM0QIMjJ0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMHdpZHRoj
TnBJTlWnQIMjUIM0IIMjIIM0VJbml0aWFSjTlWUmVwb3J0JTlWjTl4aWYIMjByZXF1aXJlZCUyOSUzQyUyRnRkJTnfJTBBJTNDdGQIMjBzdHls
ZSUzRCUyMndpZHRojTnBJTlWmZyYIMjUIM0IIMjB0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMiUzRSUyNDEyNSUyMCUyQiUyMHN0YX
RlJTlWZmlsaW5nJTlWZmVlJTNDJTJGdGQIM0UIMEEIM0MIMkZ0ciUzRSUwQSuzQ3RyJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMnRleHQY
wXpZ24IM0EIMjBsZWZ0JTNCJTlwd2lkdGgIM0EIMjA2NCUyNSUzQiUyMiUzRUfubnVhbcUyMfJlcG9ydCUzQyUyRnRkJTnfJTBBJTNDd
GQIMjBzdHlsZSUzRCUyMndpZHRojTnBJTlWmZyYIMjUIM0IIMjB0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMiUzRSUyNDM1MCUyMCUy
QiUyMHN0YXRlJTlWZmlsaW5nJTlWZmVlJTNDJTJGdGQIM0UIMEEIM0MIMkZ0ciUzRSUwQSuzQ3RyJTnfJTBBJTNDdGQIMjBzdHlsZSUzR
CUyMnRleHQYwXpZ24IM0EIMjBsZWZ0JTNCJTlwd2lkdGgIM0EIMjA2NCUyNSUzQiUyMiUzRUvTcGxveWVvYjTlW5WRlbnRpZmljYXRpb2
4IMjBodW1iZXIIMjAImjhfSU4IMjklM0MIMkZ0ZCUzRSUwQSuzQ3RkJTlwc3R5bGUM0QIMj3aWR0aCUzQSUYMDM2JTl1JTNCJTlwdGV4
dC1hbGlnbiUzQSUYMGxIZnQIM0IIMjIIM0VJbml0aWFSjTlWUmVwb3J0JTlWjTl4aWYIMjByZXF1aXJlZCUyOSUzQyUyRnRkJTnfJTBBJTNDdGQIMjBzdHls
ZSUzRCUyMndpZHRojTnBJTlWmZyYIMjUIM0IIMjB0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMHdpZHRojTnBJTlWnQIMjUIM0IIMjIIM0V
TaW5nbGUMjBmZlW1iZXIIMjBpCvGyYXRpbmclMjBBZ3JlZW1lbnQIMjAImjhfTTUxMqYUyOSUzQyUyRnRkJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMndpZHRojTnBJTl
wMzYIMjUIM0IIMjB0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMiUzRUluY2x1ZGVkJTNDJTJGdGQIM0UIMEEIM0MIMkZ0ciUzRSUwQSuz
Q3RyJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMnRleHQYwXpZ24IM0EIMjBsZWZ0JTNCJTlwd2lkdGgIM0EIMjA2NCUyNSUzQiUyMiUzR
U1JTlWV29yZCUyMFRlXbXsYXRlZCUyMEJ5bGF3cyUyMEFncmVlbWVudCUyMCUyOENvcnBvcmlvZmVzXlYXIIIMjB0YXJnZXQIM0QIMjJf
BBJTNDdGQIMjBzdHlsZSUzRCUyMndpZHRojTnBJTlWmZyYIMjUIM0IIMjB0ZXh0LWFsaWduJTnBJTlwbGVmdCUzQiUyMiUzRUluY2x1ZGV
kJTNDJTJGdGQIM0UIMEEIM0MIMkZ0ciUzRSUwQSuzQ3RyJTnfJTBBJTNDdGQIMjBzdHlsZSUzRCUyMnRleHQYwXpZ24IM0EIMjBsZWZ
0JTNCJTlwd2lkdGgIM0EIMjA2NCUyNSUzQiUyMiUzRVMIMjBdb3JwJTlWZw1wbG95ZWVzJTJlTlWjTl0MjUwJTlWcGVyJTlwbW9udGgIM0MIMkZ0ZCUzRSUwQSuzQyUyRnRyJTnfJTBBJTNDdHIIIM0UIMEE

d2NnaW5jLmNvbSUyRmjsb2clMkZkZGRyZXNzLWNoYW5nZXMtYXJlLW1lc3N5JTJGJTlyJTlwcmVsjTNEJTYjbm9vcGVuZXIIMjBub3JlZm
VycmVyJTYlTlwdGFyZ2V0JTNEJTYjX2JsYW5rJTlyJTNFJTVCbW9yZSU1R0UzYyRmEIM0UIM0MIMkZ0ZCuzRSUwQSuzQ3RkJTlwc3R5
bGUM0QIMj3aWR0aCUzQSUYMDM2JT11JTNCJTlwdGV4dC1hbGlnbiUzQSUYMGxlZnQIM0IIMjIM0UIMjQ4MDAIMjAIMjhzb21lJTlWYXJlJT
lWJTl0MSUYQzA1MCUYOSUYMCUYQIUyMHNOYXRlJlTlWzmlsaW5nJlTlWZmVlcyUzQyUyRnRkJTlwc3R5bGUM0QIMj3aWR0aCUzQSUYMDM2JT11
RSUwQSuzQ3RkJTlwc3R5bGUM0QIMj3aWR0aCUzQSUYMDM2JT11JTNCJTlwdGV4dC1hbGlnbiUzQSUYMGxlZnQIM0IIMjIM0UIMjQ4MDAIMjAIMjhzb21lJTlWYXJlJT
XNzJTlWQ2hhbmdlcyUyMHhlcmlkZVJlTWUFG5cm9sbCUyMCUYOEISUYUyQyUyMfNOYXRlJlTlWRGVwdCUyMG9mJTlWUmV2ZW51ZSUyQ
yUyMfNY3JldGFyeSUyMG9mJTlWU3RhdGUIMjkIM0MIMkZ0ZCuzRSUwQSuzQ3RkJTlwc3R5bGUM0QIMj3aWR0aCUzQSUYMDM2JT11
JTNCJTlwdGV4dC1hbGlnbiUzQSUYMGxlZnQIM0IIMjIM0UIMjQyNTAIMjAIMkIIMjBzdGF0ZSUyMGZpbGluZyUyMGZlZXIIM0MIMkZ0ZC
UzRSUwQSuzQyUyRnRyJTNFJTBBJTNDdHl0UIMEEIM0N0ZCUyMHNOeWxlJTNEJTYlYdGV4dC1hbGlnbiUzQSUYMGxlZnQIM0IIMjB3aW
R0aCUzQSUYMDY0JT11JTNCJTlYJTNFQWRkcmVzcyUyMENoYW5nZXMIMjB3aXR0JlTWUFG5cm9sbCUyMCUYOGFib3ZlJlTlWjTjCJTlwc3R
hdGUIMjBhbHQIMjBsb2NhbCUyMHhheXJvbgwIMjBhZ2V0Y2llcyUyOSUYQyUyRnRkJTlwc3R5bGUM0QIMj3aWR0aCUzQSUYMDM2JT11
ojTNBJTlWZmYIMjIM0UIMjB0ZXh0LWFsaWduJTNBJTlWbGVmdCUzQiUyMiUzRSUyNDM1MCUYMHRvJlTWJTl0NDUwJTlWjTjCJTlwc3Rhd
GUIMjBmaWxpbcmlkImBmZWVzJTNDJlTlWZmYIMjIM0UIMEEIM0MIMkZ0ZCUzRSUwQSuzQyUyRnRiRjR5JTNFJTBBJTNDJlTlWZmYIMjIM0UIMEEIM0U
/vc_raw_html][vc_empty_space height="25px"][vc_column_text css=".vc_custom_1707761575146{margin-bottom: 20px
!important;}"]Our entity relocation package includes closing your current payroll accounts, opening shiny new ones, moving
your entity with the Secretary of State (if applicable) and updating addresses as necessary.

Speaking of address changes... these are tough. Basic address changes require IRS, State Department of Revenue and Secretary
of State notifications. Address changes that include payroll add another level of complexity since departments of revenue are
not the same as departments of labor, and there might be local or municipal agencies as
well.[/vc_column_text][vc_column][vc_row][vc_row][vc_column width="1/3" el_class="vc_btn3-left"][vc_empty_space
height="25px"][vc_btn title="Accounting Services" style="custom" custom_background="#a08750" custom_text="#000000"
align="left" i_icon_fontawesome="fas fa-calculator" css="" button_block="true" add_icon="true"
link="url:https%3A%2F%2Fwfginc.com%2Fbusiness-services%2Faccounting-
services%2F|title:Accounting%20Services|target:_blank" el_class="vc_btn3-block"][/vc_column][vc_column
width="1/3"][vc_empty_space height="25px"][vc_btn title="Accounting Assessment" style="custom"
custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-tasks" css=""
button_block="true" add_icon="true"
link="url:https%3A%2F%2Fwfginc.jotform.com%2Fwfg%2Fpre_accounting_assessment|title:Accounting%20Assessment|target:
blank" el_class="vc_btn3-block"][/vc_column][vc_column width="1/3"][vc_empty_space height="25px"][vc_btn
title="Reasonable Shareholder Salary" style="custom" custom_background="#a08750" custom_text="#000000" align="left"
i_icon_fontawesome="fas fa-balance-scale-right" css="" button_block="true" add_icon="true"
link="url:https%3A%2F%2Fwfginc.com%2Fbusiness-services%2Fs-corp-
salary%2F|title:Reasonable%20Shareholder%20Salary|target:_blank" el_class="vc_btn3-
block"][/vc_column][vc_row][vc_row][vc_column width="1/3" el_class="vc_btn3-left"][vc_empty_space height="25px"][vc_btn
title="Business Formation" style="custom" custom_background="#a08750" custom_text="#000000" align="left"
i_icon_fontawesome="fas fa-tools" css="" button_block="true" add_icon="true"
link="url:https%3A%2F%2Fwfginc.com%2Fbusiness-formation-services%2Fbusiness-
formation%2F|title:Business%20Formation|target:_blank" el_class="vc_btn3-block"][/vc_column][vc_column
width="1/3"][vc_empty_space height="25px"][vc_btn title="Address Changes Are Messy" style="custom"
custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-truck-moving" css=""
button_block="true" add_icon="true" link="url:https%3A%2F%2Fwfginc.com%2Fblog%2Faddress-changes-are-
messy%2F|title:Address%20Changes|target:_blank" el_class="vc_btn3-block"][/vc_column][vc_column
width="1/3"][vc_empty_space height="25px"][vc_btn title="Late S Corp Election" style="custom"
custom_background="#a08750" custom_text="#000000" align="left" i_icon_fontawesome="fas fa-calendar-check" css=""
button_block="true" add_icon="true" link="url:https%3A%2F%2Fwfginc.com%2Fbusiness-formation-services%2Flate-s-corp-
election%2F|title:Late%20S%20Corp%20Election|target:_blank" el_class="vc_btn3-block"][/vc_column][vc_row][vc_row
css=".vc_custom_1707753006238{margin-top: 0px !important;}"][/vc_column][vc_empty_space height="25px"][vc_column_text
css=".vc_custom_1723742760746{margin-bottom: 20px !important;}"]

Advisory Services Fine Print

A la Carte

A la Carte fee ranges are approximates. 80% of our clients fit into our published fees, but there are outliers. We have a handful
of clients with over 30 rentals; their individual tax return is north of \$4,000. We also are assuming one state; if your business
spans the galaxy then additional fees will be discussed with you prior to payroll setup or tax return preparation. Typically, each

state or tax jurisdiction is around \$250 to \$350 for tax preparation since it affects both your business and individual tax returns (frankly, state apportionment is a pain in the butt, but it is our pain... and states, especially California and New York, are crazy about it).

Prorated Fees

Some more things to consider- when a partial year remains, our usual annual fee is decremented to not charge you for services you didn't use such as payroll processing. However, a large chunk of our annual fee is tax return preparation which is typically a built-in fixed amount of \$2,300 (both business entity and individual tax returns) plus annual tax planning. Whether we onboard you in January, July or December, we have to prepare a full year tax return. This increases the monthly fee for the remaining months of 2024 but the monthly fee will later decrease in January of 2025 to reflect the amounts above. Yeah, we make it sound like 2025 is just around the corner.

Payroll Processing

We make very little profits on payroll processing... we offer it as a convenience to our clients. One throat to choke with a single call can be reassuring but if you want to run your payroll, go for it! Everyone thinks payroll is a piece of cake; write a check and done. Nope... we see a lot of mistakes being made by small business owners especially the handling of self-employed health insurance and HSA contributions since there are special rules for greater than 2% S Corp shareholders. Then again, we don't mind fixing what was broken.

Tax Returns

You can prepare your own individual tax return as well... but the benefit WCG preparing both individual and business tax returns is that can we slide things around depending on income limitations, phaseouts, alternative minimum tax (AMT), Section 199A deduction optimization, pass-through entity tax deductions (PTET), etc. Having our arms around both worlds can yield some good tax savings!

Note: An individual tax return is what the IRS calls Form 1040 and refers to the entity filing the tax return (you, the individual, are the entity). However, a married couple are deemed to be one entity for the sake of an individual tax return. So, when we say we will prepare your individual tax return, it is meant to include your spouse in a jointly filed happy happy joy joy tax return.

Break-Even Analysis (does an S Corp make sense?)

Break-even analysis is based on our annual fee of \$4,500 for our Vail package. If an S corporation saves you 8% to 10% (on average) in taxes over the garden-variety LLC, then \$4,500 divided by 9% equals \$50,000 of net ordinary business income (profit) after expenses and deductions.

This doesn't factor in the lower audit rate of S Corps versus Schedule C activities, plus the ability to use business funds to pay for your state income taxes otherwise known as the **Pass-Thru Entity Tax Deduction** (PTET) or the great SALT workaround.

More sales pitch! Keep in mind that our fee of \$4,500 includes your individual tax return which you might already be paying another tax professional to prepare. **WCG CPAs & Advisors** has a handful of clients who are right at the break-even point of \$50,000 but leverage an S Corp and our services to get tax return preparation, tax planning and consultation.

No BS

We are not salespeople. We are not putting lipstick on a pig, and trying to convince you to love it, even if Tom Ford's Wild Ginger looks amazing. Our job remains being professionally detached, giving you information and letting you decide.

Moreover, many CPAs and tax professionals thrust their risk aversion onto their clients. This is bad. At **WCG CPAs & Advisors** we must perform our due diligence and hurdle our ethical and professional standards. However, after those gymnastics we present a risk-based analysis to the tax return and let you, the client and taxpayer, decide how to proceed. Having said that, we don't entertain tax scammers or those who can take down the ship. Arthur Anderson anyone? No thanks.

We also see far too many crazy schemes and half-baked ideas from attorneys and wealth managers. In some cases, they are good ideas. In most cases, all the entities, layering and mixed ownership is only the **illusion of precision**. Just because you can complicate the crap out of your life doesn't mean you must. Just like Chris Rock says, just because you can drive your car with your feet doesn't make it a good idea.

Next Steps

Here is a brief summary of the next steps should you want to engage WCG with Business Advisory Services or Tax Patrol-

1. We schedule an appointment to discuss your needs and ensure that we have the proper resources to help you.
2. We draft a proposal outlining the scope of services and our fixed annual fee.
3. If necessary, we schedule another appointment to review the proposal and perhaps tighten things up or make changes.
4. Once the proposal is signed, the fun begins with onboarding. We have an extensive checklist and internal task list to properly onboard you and your business. Some things are concurrent (such as gathering housekeeping docs and setting up payroll) and some things are sequential (for example, collecting financial data and then offering salary recommendations and creating a tax plan). Onboarding is like having a baby; a SWAT team shows up and does a zillion things, and poof, everyone is gone except for mom and baby.
5. After onboarding (usually 4-6 weeks), things settle down into a rhythm- Tax preparation in the spring, tax planning in the summer, with payroll and routine consultation bouncing along throughout the year.



!important;}]

Our Business Expertise

As mentioned elsewhere we primarily focus on small business owners and their unique consultation and tax preparation needs. With over 60 full-time consultation professionals including Certified Public Accountants, Enrolled Agents and Certified Financial Planners on **your team, WCG CPAs & Advisors** consults on custom business structures, multiple entity arrangements, S corp elections (even late S corp elections back to January), tax strategies, business coaching, industry analysis, executive benefits, retirement planning including individual 401k plans, exit strategies, business valuations, income tax planning and modeling, and tax representation.

We also work with business law attorneys for business owners who have additional needs such as drafting **Operating Agreements**, fee for service contracts, buying or selling a business including employee stock ownership plans and partner buy-ins. In addition, WCG coordinates with third party plan administrators create age-based profit sharing plans and cash balance (defined benefit) plans. We can run point on whatever your business needs to ensure that communication is effective and efficient allowing you to sell widgets.

Here are some additional resources you might find useful.

Periodic Business Review
Tax Planning
Business Tax Deductions
Online Accountant
Business Support Portal
Tax Center

el_class="title-section style1"[vc_empty_space height="25px"][vc_column_text css=".vc_custom_1707763954087{margin-bottom: 20px !important;}"]**WCG CPAs & Advisors** is a full-service yet boutique progressive tax, accounting and business consultation firm located in Colorado serving clients worldwide.[/vc_column_text][/vc_column][/vc_row]

Late LLC Formation with S Corp Election

One of the situations we face often is when taxpayers are operating as a sole proprietor without an LLC or other entity structure. This doesn't allow for an S Corp election and subsequent tax savings. So, what can be done? We create an LLC immediately and elect it to be taxed as an S corporation. Next, we allocate income and expenses between the sole proprietorship and the S Corp using the date of inception. Finally, we explore shifting the remaining income by issuing a 1099-MISC from the sole proprietorship using your SSN to the S corporation's EIN (income nomination). This income shift is not a slam-dunk recommendation and needs extended discussion.

Self Employed 401k Plan

Now that you can save thousands of dollars in self employment taxes with an S Corp election, you should invest that wisely. WCG (formerly Watson CPA Group) is a small business too, and we understand that any extra dollars usually get invested back into the growing company. Having said that, there are several small business retirement plans which include solo 401k plans, profit sharing plans, cash balance and defined benefits pensions.

For example, with a solo 401k plan piggybacked with a defined benefits pension, you could sock away over \$192,000 at age 50. All tax deferred if you like, which could yield a savings of over \$86,000 (assuming a 45% marginal tax rate with federal and state). Wow!

Note how we purposely did not mention SEP IRAs. These are old school and are usually designed to be crisis management tools (after the fact) rather than good planning tools. Read more about the various self employed retirement options, including retirement tax bombs and the difference between tax deferral and tax savings below-Please contact us today to get started on the late S corp election. All the cool kids are doing it- well, most, and we'll have to ask several questions to make sure the fit is right.