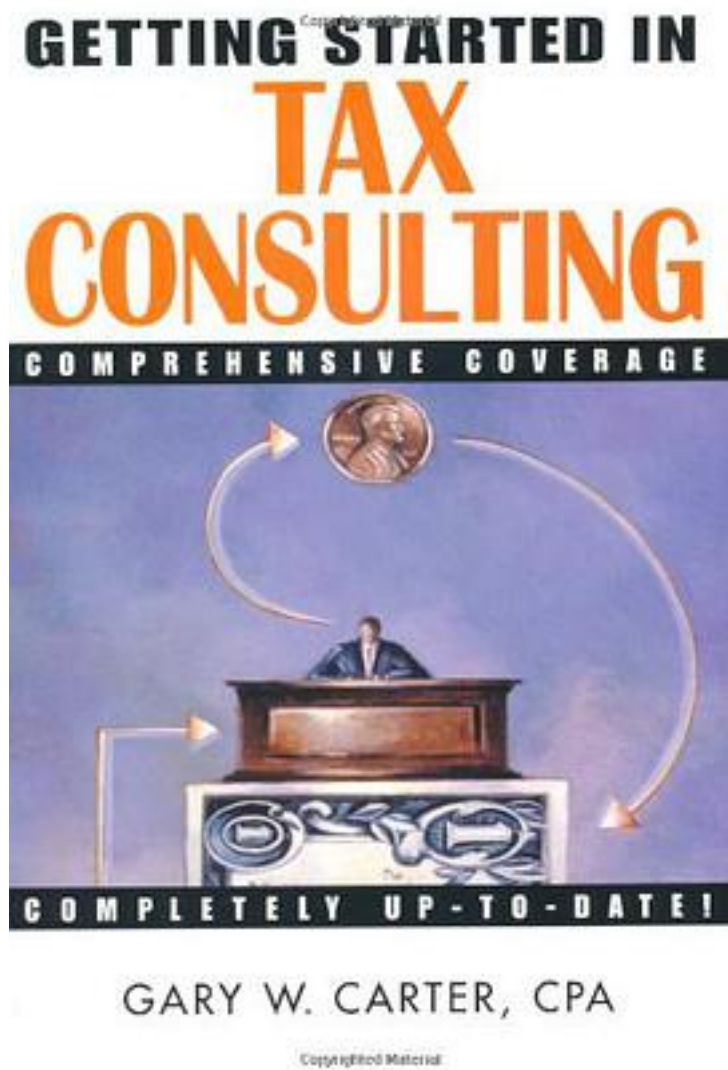


# Getting Started in Tax Consulting



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The Complete, Authoritative Guide to Getting Started in Tax Consulting Tax consulting and return preparation is a fast-paced, dynamic industry-one that promises high earning potential. In this book, tax advisor Gary Carter shows you just what it takes to become an in-demand tax consultant. You'll discover how to break into the tax business, even with relatively limited education and training, and build a path to your new career with Carter's five-step formula for success. Brimming with expert advice from tax professionals and featuring up-to-the-minute coverage of everything from qualifications and employment opportunities to Internet resources, Getting Started in Tax Consulting shows you how to: Assess your personality fit for the tax profession Formulate your business plan for starting a tax practice Find a niche for your tax services Choose between a sole proprietorship, a partnership, a C corporation, an S corporation, and a limited liability company Set your fees and market your services Perform research-an essential skill of the tax professional Make the IRS your partner and advisor-not your adversary Start a Web-based tax service

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