



Getting Started in Tax Consulting

By Gary W. Carter

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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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Editorial Review

From the Back Cover

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About the Author

GARY W. CARTER, PhD, CPA, is Associate Director of the Masters of Business Taxation Program at the University of Minnesota. He has worked in public accounting with both a regional and a Big Five CPA firm, and was a state and revenue agent. Carter is also the author of *Taxes Made Easy for Your Home-Based Business*, Fourth Edition. He can be contacted through his Web site at www.thetaxguy.com

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