



PROVIDING A UNIQUE SERVICE TO HELP YOUR CLIENTS WITH
THEIR TAX ARREARS!

35% COMMISSION

Introducer Pack

Only for use by professional intermediaries, not to be distributed to clients

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EXPRESS TAX SOLUTIONS

50% COMMISSION

EXPERT TAX ARREARS ADVICE

Our Proposition

At Express Tax Solutions we understand that Her Majesty's Revenue & Customs (HMRC) have a difficult job to do.

It is by understanding this, as well as taking into account the pressures that business face in the current economic climate which allows us to offer Expert Tax Arrears Advice.

HMRC are an integral component of the UK economy and their tax collection responsibilities are so vital, that the country cannot function without them. However, in the collection of these taxes, they are faced with a dichotomy. On the one hand, it is their aim to ensure that businesses pay their taxes, in full and on time. Yet on the other, they realise that this is not always possible and that forcing a business to pay tax arrears immediately could have serious knock-on effects on its tax revenues and ultimately the economy as a whole.

NOW THIS IS WHERE YOU COME IN

Most Finance Professionals will have seen their incomes decrease dramatically over the last 12 months and no-one can say for sure when the situation will change for the better.

We know that most people within the Industry want to diversify into other areas and continue to help their clients but do not want to distract from their core activities.

At Express Tax Solutions, we offer a unique business opportunity that rapidly builds up an income stream and does not deter our Introducer Partners from their core activities.

Our unique service is aimed at helping businesses who are struggling to meet their Tax bills. Our Tax Specialists will act as an interface between your client and HMRC and arrange for their Tax Bill to be paid in affordable instalments over a longer time period than normally permitted.

Your client also avoids penalties and possible legal proceedings and you earn a commission of 50% of the first month's payment for simply referring a name and number. Remember we also guarantee to never cross sell to your clients.

This is why we believe this opportunity is right for so many Finance Professionals. Our Service fits in neatly with the concept of providing expert advice and brings true meaning to: "Treating Customers Fairly".

This brochure has been designed to guide you through our unique service offering.

Should you have any questions please do not hesitate to call us or sign up to attend one of our monthly half day training seminars.

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Our Service

Growing numbers of accountants, business advisors, IFA's & mortgage brokers are finding out that our unique service provides an immediate lifeline to their clients and at the same time generate a welcomed income stream for them.

Express Tax Solutions are able to assist individuals, businesses and companies who are finding it difficult to pay their Tax bills. (Subject to a minimum of £500 with no maximum).

The types of tax we can assist with includes;

- PAYE,
- Self Assessment,
- Corporation Tax,
- VAT,
- National Insurance and
- Capital Gains Tax.

Our tax specialists are able to negotiate successful and realistic time to pay arrangement which safeguards the business and the livelihood of its stakeholders.

The benefit to the client is that any additional penalties are avoided and we are able to prevent legal proceedings aimed at winding up the business.

Our Belief

It is our understanding that your clients will experience an increasing need for expert tax arrears advice during this turbulent economic climate.

In order for our clients to be confident with service we provide, we believe that it is of high important for us to affirm from the beginning our commitment to delivering Excellence. This is enshrined through the;

► Speed of Service

Our Tax Specialists will contact your clients immediately after they have been referred to us. Consequently, this can result in a time to pay plan being agreed with HMRC within 48 hours from the point of initial instruction by the client.

Our method of working means that for introducers there are no forms to complete, no upfront fees or extensive paperwork. All we require is the name and telephone number of your clients and we take care of all the rest.

Our Process

Tax Solutions operates on a simple 5 Stage Process

- 1. Introducing Partner identifies a client who cannot afford to pay an past, existing or up and coming tax bill. The clients telephone number and name is then passed to Tax Solutions via fax or email.**
- 2. Client interviewed by Tax Team and free advice and payment proposals outlined. Terms of Engagement and a “moratorium” to conduct a viability review are sent to client.**
- 3. Client accepts terms and Tax Team prepare a review involving the preparation or assessment of available forecasts and formulate a realistic time to pay proposal. Our Specialist Tax Team will also prepare a report explaining the businesses turnaround plans and presentation of our payment proposals.**
- 4. Client agrees to proposals and director signs off report. Our Tax Team then will begin to instigate payment arrangements with HMRC. At this stage the client will also be charged first instalment.**
- 5. Introducer Fee paid to the Introducing Partner.**

Please note that our Tax Team will also monitor the clients ongoing circumstances and manage the arrangement to repay the Tax Debt to the conclusion of the agreement. The Tax Team will also recommend adjustments to the arrangement should the clients financial situation dramatically alter.

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Introducer Benefits

Training and Support

We have made the process of referring clients to Tax Solutions extremely simple. However to assist our Introducer Partners in better understanding our unique service we hold monthly training seminars at our head office in Birmingham City Centre.

The maximum number admitted on any course is 15 and the session only lasts for 2 hours and is designed to support our Introducing Partners with every aspect of our service. The syllabus of the training day addresses;

- ▶ Who We are
- ▶ Why is the service so unique
- ▶ How to immediately generate an income stream
- ▶ Participative Questions and Answers session

Marketing Support

Tax Solutions are aware of the most effective marketing tools available for Introducing Partners. We will provide each Introducer Partner with a bespoke tailor made marketing package which can include;

- ▶ PDF Flyers
- ▶ Consumer Email and Letter Templates
- ▶ Letter Templates for attracting other Mortgage Introducers, IFAs and other professionals
- ▶ Article Writing Services for websites, press releases or newsletters.

We are also able to advice on individual marketing campaigns. However our aim is to ensure that by advertising our service our Introducer Partners incur no marketing costs therefore please speak to us prior to commencing any marketing campaign.

Compliance

All our marketing materials has been independently certified as meeting the onerous requirements of the FSA and OFT. All new material introduced is also put through the same tests and senior management sign off procedures exist meaning you do not have to worry.

If however you are part of a network we will always contact your network compliance officer and provide them with a hard copy of all the marketing material we provide to you.

Service Guarantee

We want our introducer partners to be 100% confident in trusting us to deal with their clients. So and in order to demonstrate our commitment to your clients we believe it is important for you to know, that our service comes with the following guarantees;

- ▶ All advice is absolutely without obligation.
- ▶ All our advice to your clients is covered by our Professional Indemnity Insurance.
- ▶ We will make contact with your client within 48 hours of instruction.
- ▶ Each Client is sent a Customer Satisfaction Questionnaire which is always made available to any Introducing Partner.
- ▶ Express Tax Solutions Guarantee not to cross to your clients.

Commission

For every successful referral you make you will become eligible for a commission payment of 35% of the first month's tax payment.

For example, imagine as an Introducing Partner you refer a client, Tony who is a Self Employed Businessman and owes £36,000 in tax liability. Now imagine Express Tax Solutions manage for the debt to be paid over a period of 18 months and the monthly repayment rate is set at £2000.

The commission payable on the above example would be £700.

The average commission paid in May 2009 was £680 simply for providing a name and telephone number. Remember that;

- ▶ There are no claw-backs on commission.
- ▶ The client is at liberty to repay the Time to Pay Plan at any time without incurring any penalties.

Tax Solutions

Case Referral Form

Introducer Details

Introducer Full Name:

Introducer Company:

Introducer Telephone:

Introducer Mobile:

Introducer Email Address:

Client Details

Client Full Name:

Client Telephone:

Client Email Address:

Total Tax Debt (approx): £

(Please tick one)

☐ Corporation Tax

☐ PAYE

☐ Self Assessment

☐ VAT

☐ Capital Gains

☐ N.I. Contributions

Additional Information:

Please complete the form and fax back to 0121 222 2424

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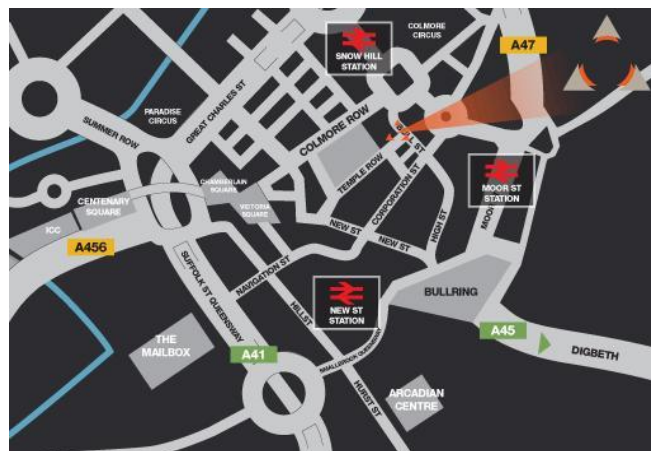
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www.expresstaxsolutions.com



Express TaxSolutions
Helping you with your Tax Burden

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