Celebrating Small Business Month

Small Business Services Group

TRONCONI SEGARRA & ASSOCIATES LLP

Certified Public Accountants
Business Consultants

SOLUTIONS BEYOND THE OBVIOUS

"Attack this day with an enthusiasm unknown to mankind!"

Jack Harbaugh (1939 – Present), former American college football player and coach; father of the first pair of brothers to serve as head coaches in the NFL, Jim Harbaugh and John Harbaugh.

SMALL BUSINESS MANAGEMENT TEAM

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Understanding Tariffs & Their Impact on Small Businesses

By Richard Gilmartin, CPA, MBA, Principal and John P. Kandler, Staff Accountant

With tariffs dominating the news cycle, it is important to understand what tariffs are, how they work, and what a business can do to mitigate risk.

What are Tariffs?

A tariff is a type of tax imposed on goods imported from a foreign country. There are several reasons a government will impose tariffs on foreign goods, with the primary reasons being: to raise government revenue, disincentivize the purchase of foreign goods, or both. Tariffs raise government revenue since this additional tax is paid directly to the imposing government when the goods are imported. Tariffs also act as a disincentive for both domestic purchasers and foreign importers as the costs of selling and purchasing a product increases. This disincentive is designed to protect and incentivize domestically produced goods and promote investments in domestic manufacturing.

Although the individual or entity importing the good is legally required to pay the tariff as part of the customs-clearing procedures, this additional cost almost always makes it way down the supply chain. The final seller of the product must decide whether to absorb this cost increase or pass the increase on to their customers.

What Can a Small Business Do?

As each business is unique, there is unfortunately no one "right answer" in hedging the impacts of tariffs. There are, however, several strategies a business can adopt to mitigate the effects: each with its own advantages and disadvantages.

1. **Inventory** - One solution in mitigating price increases due to tariffs is taking delivery and holding a larger amount of inventory before tariffs are imposed. This allows a business to maintain the pricing their customers have become accustomed to and may even increase business if competitors have raised their prices. The primary drawback is that it is a short-term solution and is not sustainable long term. For this strategy to work, a business needs to have the ability to purchase and hold a large quantity of the product. A grocery store or restaurant that sells perishable goods, for example, would not be able to employ this strategy. Once tariffs are in place, businesses will want to reduce their costs by carrying less inventory and carefully assessing what items to carry and potentially discontinuing traditionally slow-moving items.
2. **Supply Chain/Product Changes** - Changes in a business's supply chain

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SUMMER TARGET DATE FOR TAX LEGISLATION

By Michele Loretto, CPA, Senior Manager

Economic advisors within President Trump's Administration have stated that they are targeting a signed tax bill by summer that will extend trillions of dollars in expiring tax cuts from President Trumps's first term. With many of the Tax Cuts and Jobs Act (TCJA) provisions set to expire at the end of 2025, Congress must act quickly to prevent what will be the largest tax hike in history on workers, families, and small businesses.

Some of the TCJA provisions set to expire include:

- Lower individual income tax rates and expanded tax brackets
- Increased standard deduction amounts
- Suspension of personal and dependency exemptions
- Enhanced child tax credit
- Tax credit for other dependents
- Increased AGI limit for charitable donations
- $10,000 limit on state and local tax deduction (SALT limitation)
- Interest deduction limited to $750,000 of home mortgage indebtedness
- Home equity line of credit interest disallowance
- Nondeductibility of personal casualty and theft losses
- Suspension of 2% miscellaneous itemized deductions
- Suspension of overall limitation on itemized deductions
- Increased AMT exemption amounts and higher phase-out rules
- Section 199A qualified business income deduction up to 20 percent
- Limitation on excess business losses of non-corporate taxpayers
- Section 179 expensing of property and bonus depreciation
- Increased estate & gift tax exclusion amounts
- Employer credit for paid family & medical leave
- Qualified opportunity zone benefits
- Research & development cost capitalization & amortization

While there is discussion of extending all of the TCJA provisions, several have garnered more attention, such as the child tax credit, $10,000 SALT limitation, qualified business income deduction, bonus depreciation, and research and development costs. The specific details of the developing tax legislation are sparse, but the GOP is looking to include President Trump's campaign promises to eliminate tax on tips, overtime pay, and Social Security benefits. Watch for further updates in our next newsletter.

Energy-Efficient Tax Credits

By Melissa S. Roshong, CPA, Principal

If you make qualified energy-efficient improvements to your home, you may qualify for a tax credit. You can claim tax credits for improvements made through 2032. There are limits on the allowable annual credit, but no lifetime dollar limit which means that you can claim the maximum annual credit every year that you make eligible improvements.

Qualified Energy-Efficient Home Improvements

Some improvements have specific credit limits:

- Exterior doors that meet Energy Star requirements – 30% of cost, max credit $250 (one door) and max credit $500 (more than one door)
- Exterior windows and skylights that meet Energy Star requirements – 30% of cost, max credit $600
- Insulation or air sealing material or systems (designed to reduce heat loss, meets criteria established by IECC) – 30% of cost, max credit $1,200
- Home energy audit $150

You can claim the energy-efficient home improvement credit for improvements to your primary residence in the United States where you live most of the year. You cannot claim a tax credit for a second home or vacation home, rental property, or a property used for business purposes. These credits are nonrefundable and cannot be carried forward to future years.

Residential Energy Property

Residential energy property must meet or exceed the CEE highest efficiency tier and qualifies for a credit up to $600 per item. Qualified property includes new:

- Central air conditioners – 30%, max credit $600
- Natural gas, propane, or oil water heaters – 30%, max credit $600
- Natural gas, propane, or oil furnaces and hot water boilers – 30%, max credit $600
- Other upgrades: electric panelboards, sub-panelboards, branch circuits and feeders needed to support residential energy property qualify if they meet the National Electric Code and have a capacity of 200 amps or more – 30%, max credit $600
- Qualified electric or natural gas heat pumps, electric or natural gas heat pump water heaters, biomass stoves and boilers – max credit $2,000 per year

Residential Clean Energy Credit

The credit percentage is 30 percent of the cost of equipment through 2032; 26 percent in 2033 and 22 percent in 2034. Qualifying clean energy equipment includes solar panels, fuel cells, wind turbines and battery storage. Separately, New York State provides a 25 percent credit up to $5,000 for solar energy system improvements. These credits are nonrefundable; however, they can be carried forward to use in future years.

Alternative Fuel Refueling Property Credit

The credit is equal to 30 percent of the cost of home electric vehicle charging equipment installed in the home up to a $1,000 credit through 2032. The credit is nonrefundable and cannot be carried forward to future years.

Have you visited our website lately? There you will find our many webinar recordings, blog posts, information about all of the services we offer, and biographies of our Management Team members – including some fun facts about those who dared to share! Visit www.tsacpa.com and check it all out.

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New Quarterly Newsletter Feature – Personal Financial Planning with Lisa Mrkall

Tax Planning in a Volatile Market: Turning Uncertainty into Opportunity

By Lisa A. Mrkall, CPA, MBA, Partner

Market swings create anxiety, but they also create interesting opportunities. When portfolios dip, valuations drop, and interest rates shift, strategic tax planning can help individuals and businesses realize losses, reposition portfolios, and reduce long-term tax burdens. In this article, we explore key tax strategies that become particularly valuable during periods of market volatility.

Tax-Loss Harvesting

When asset prices fall, it is an opportunity to sell investments that have depreciated in value to offset current or future capital gains.

- **How it works:** Realize capital losses by selling securities below their cost basis.
- **Offset:** Capital gains from other investments or up to $3,000 of ordinary income per year.
- **Caution:** Be mindful of the "wash sale rule" which disallows the loss if you buy a "substantially identical" security within 30 days.

Roth IRA Conversions

During times of volatile or down markets you may experience lower account values, which can make this the ideal time to convert <u>Traditional</u> IRAs to <u>Roth</u> IRAs.

- **Why now?** Converting during a market downturn locks in taxes at lower asset values.
- **Tax trade-off:** You pay ordinary income tax on the converted amount, but future growth is tax-free.
- **Strategy:** Consider partial conversions to manage tax brackets over multiple years. This works best when you can pay the tax with funds outside the IRA.

Gift and Estate Planning

Volatile or declining markets mean lower valuations, an ideal gift and estate planning tool.

- Use of annual exclusion gifts ($19,000 per person in 2025) becomes more powerful when assets are temporarily lower.
- Certain types of trusts are more effective when assets have upside potential.
- For high-net-worth individuals, now may be an opportunity to use part of the lifetime exemption ($13.99M in 2025) while asset values are low.
- Be strategic with timing as asset appreciation after the gift occurs outside your taxable estate.

Consider Using IRA Funds for Charitable Giving

When deciding which assets to use for charitable donations, appreciated securities in taxable accounts are often a strong choice; gifting them to charity can eliminate capital gains tax while supporting a meaningful cause. However, it is generally not advisable to donate assets that have lost value, as the tax benefit is limited. In today's market, where many account values may be down, individuals subject to RMD requirements might consider making charitable contributions directly from their IRA instead. This strategy can help preserve other assets while potentially satisfying required minimum distributions.

Rebalancing with an Eye on Tax Efficiency

Portfolio rebalancing means adjusting your investment portfolio's asset allocation to maintain your intended risk and return profile. Volatile periods can throw portfolios out of balance. Use this moment to:

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IRS TAX DEBT ASSISTANCE AND RELIEF

By Joseph M. Becht, CPA, CGMA, Sr. Manager

When individuals or businesses owe money to the IRS and cannot pay in full, they may be eligible to seek debt assistance and relief. The IRS provides several options to help taxpayers manage their tax debts. Two common methods are the installment agreement request and an offer in compromise.

Installment Agreement Request

An installment agreement request allows a taxpayer to pay their tax debt in smaller, more manageable payments over time. This option is ideal for those who cannot pay their full balance immediately but can afford to make regular monthly payments. The IRS provides for a maximum repayment term of 72 months.

To be eligible for an **individual** long-term payment plan, you must owe less than $50,000 in combined tax, penalties, and interest and have filed all required returns. Sole proprietors or independent contractors would apply for this type of payment plan.

To be eligible for a **business** long-term payment plan, you must owe less than $25,000 in combined tax, penalties, and interest and have filed all required returns.

To apply:

- Complete Form 9465, Installment Agreement Request
- Submit Form 433-F, Collection Information Statement, if financial statement details are required
- Pay installment agreement user fees charged for setup

Offer in Compromise

An offer in compromise (formerly known as the "fresh start program") allows taxpayers to settle their tax debt for less than the total amount owed. This option is suitable for those who cannot pay their full tax liability or if paying it would create financial hardship.

The following criteria determine eligibility:

- You have filed all required tax returns and made all required estimated payments
- You are not involved in an open bankruptcy proceeding
- You have a valid extension in place for the current year's return

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Is the Gain on the Sale of My Home Taxable?

By Karen K. Belzile, CPA, Principal

Are you contemplating selling your home that has appreciated in value over the years and concerned about any potential tax implications?

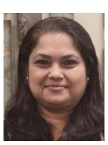
When you sell your home, any capital gain or loss is computed by taking the sales price less your original cost basis. The cost of your home typically includes what you paid to purchase your home; plus, the cost of any improvements you have made over the years. Always keep receipts for your home improvements. Remodeling the kitchen or bathroom, adding a new room or space to the home, new windows, landscaping, fences, new driveways, installing a new roof or HVAC are all examples of home improvements.

When selling your home, you may qualify for an exclusion of all or part of the capital gain from your taxable income. To claim the exclusion, the taxpayer must meet ownership and use tests. During the five-year period ending on the date of the sale, the homeowner must have owned the home and lived in it as their main home for at least two years. You would not be eligible for an exclusion if you previously excluded a gain from the sale of another home within the prior two years.

Taxpayers who sell their main home for a capital gain may be able to exclude up to $250,000 of that gain from their income. Taxpayers who file a joint return with their spouse may be able to exclude up to $500,000. Homeowners that qualify for a full gain exclusion do not need to report the sale on their tax return. However, taxpayers who receive a Form 1099-S, Proceeds from Real Estate Transactions, must report the sale on their tax return even when the gain is fully excludable to avoid an IRS tax notice. Taxpayers who do not qualify for a full exclusion must report the gain from the sale of their home when they file their tax return. If you sell your main home for less than what you paid for it, that loss is considered not deductible.

Refer to IRS Publication 523 for other exceptions for some individuals, including persons with a disability, certain members of the military or intelligence community and Peace Corps workers.

Spotlight on: Sheetal Padhya, Sr. Accountant



We recently welcomed Sheetal Padhya, Senior Accountant, to our Small Business team. Sheetal has 15 years of experience serving clients in a wide range of industries including manufacturing, IT and services. She began her career in India where she earned her Chartered Accountant certification which included extensive experience in taxation, financial reporting and compliance. While there, Sheetal worked with very large companies such as Vodafone India Limited and Tech Mahindra Limited providing complex tax and regulatory services for large-scale operations. In 2018, Sheetal moved to the U.S. with her husband and two children and recently passed all four parts of the CPA exam. Sheetal enjoys spending time with her family and friends and traveling to explore new places and experiences. Sheetal strives for excellence in everything she does and believes in continuous learning and being adaptable. “My journey has taught me that growth comes from embracing challenges,” Sheetal stated. We are fortunate to have Sheetal on board!

Tariffs, Continued

or product type is a medium to long-term solution in tariff mitigation. This strategy involves finding an alternative supplier or product that is not affected by tariffs, or products sourced from a company located in a country with a lower tariff. A business may also consider “upstreaming” their production process; a process that involves acquiring the means necessary to prepare raw materials and components previously purchased in the market. Either strategy takes time to implement and requires greater capital investment.

3. **Review Contract Terms and Conditions -** When facing high tariffs, a business may need to reduce costs in other areas. All existing contracts (such as insurance, phones, leases, etc.) should be analyzed for potential cost reductions and possible renegotiations.
4. **Pricing -** Increasing the price charged to the customer is the most obvious and straightforward strategy in dealing with tariffs. However, a business’s ability to increase the price will depend on the interchangeability of a product. For products that are easily substitutable (i.e., gasoline or food items), consumers are highly price sensitive and will often switch to a different product or seller if the price increases too much. In cases like this, it may be necessary for the business to absorb the price increase in order to keep their customers. For goods that are not so interchangeable (i.e., artwork or homes), the market is more willing to accept an increase in cost. This is primarily due to the scarcity and uniqueness of these goods.

It is unclear how long and at what rate tariffs will continue, making the need for a plan even more important. The strategy your business takes will require consideration of the type of products you sell, the sensitivity of your customer, and your willingness and ability to invest additional capital.

DEVELOPING A DISASTER RECOVERY PLAN

By Diane M. Straka, CPA, Partner

With today's fast-paced environment and reliance on technology, it is imperative for businesses and other organizations to have a disaster recovery plan in place. Natural and man-made disasters such as flooding, fires, technology hardware failures and cyber-attacks are unpredictable and can strike at any time. A comprehensive disaster recovery plan will help maintain essential functions during and after a disaster, while preserving employees' safety and minimizing interruptions and financial losses. Key steps in developing a disaster recovery plan include:

- Select members of the disaster recovery team. Members of the team should include those in key areas of the organization such as operations & production, information technology and internal support (human resources and finance & accounting). Be sure to consider all critical functions of the organization to ensure continuity and minimal disruption.
- Identify vulnerabilities and threats to the organization and assess the impact on overall operations and business continuity.
- Create resource lists. Examples include lists documenting employee roles and contact information, pertinent customer and vendor information, and equipment and emergency services contact information. Document recovery resources, which may include insurance coverage and contacts, information on data backup and recovery systems and options for temporary work locations.
- Outline roles, responsibilities, and procedures to be followed after a disaster occurs.
- Communicate the plan and train employees on disaster recovery procedures to provide for quick and decisive action during a disaster.
- Review, update, and test the plan regularly to ensure that you have accounted for any new threats, changes in business operations or personnel, and most importantly, the disaster recovery plan works as intended.

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Avoid Common Bookkeeping Mistakes

By Sandra P. Pezzino, Accounting Analyst

Bookkeeping does not have to be a dreaded task at the bottom of your to-do list. Good bookkeeping practices completed regularly will provide you with meaningful and timely information on how your business is performing. Below are some of the more common bookkeeping mistakes and suggested prevention tips.

1. **Mixing business and personal expenses.** Commingling personal expenses with your business makes tracking your business performance much more difficult and can increase professional fees, delay tax return preparation and result in higher audit risk. **Prevention tip:** Open separate bank and credit card accounts for the business and always double-check that you are using the correct account.
2. **Linking your bank account to QuickBooks Online is not the same as reconciling it.** Many business owners assume that once accounts are linked and transactions show up in the bank feed, their bookkeeping is complete. But that is just step one. Without proper reconciliation, you could easily miss errors, duplicate entries, missing payments, or even unauthorized financial transactions. **Prevention tip:** Regularly review and categorize your transactions and reconcile them against your monthly bank statements.
3. **Misclassifying transactions.** Poor categorization leads to misleading financial reports and incorrect tax deductions. **Prevention tip:** Use a clear chart of accounts, stay consistent and understand your transactions. Set up bank rules carefully and when in doubt, use the "Ask My Accountant" account to flag items for later review.
4. **Misusing sales receipts and invoices.** Selecting the wrong receipt or invoice can result in duplicated income, incorrect accounts receivable balances or delayed revenue recognition. **Prevention tip:** Immediately issue a sales receipt when payment is received and issue an invoice when payment is expected at a later date.
5. **Procrastination.** Delays in reconciling your accounts often leads to rushed work, missed deductions and higher professional fees. **Prevention tip:** Make it a best practice to keep your books up to date by reviewing them monthly or quarterly. Review reports often and touch base with your TSA advisor if anything looks off.

Avoiding common mistakes will save you time and money and provide peace of mind. Whether you manage your own books in-house or work with a TSA professional, being proactive and staying organized is key.

Well-Deserved Congratulations!

Small Business Department Practice Area Leader and Firm Partner, Mike Dolan, was pleased to announce the following recent promotions within his Small Business professional team:

Karen K. Belzile, CPA, was promoted to Principal in the Small Business Department. She has 29 years of experience in public accounting serving closely held and family businesses, providing financial statement audits, reviews and compilations, and tax compliance and planning for both businesses and individuals.

Samantha Osman was promoted to the position of Senior Accountant in the Small Business Department. She completed an internship at the Firm while attending the University at Buffalo and became a full-time associate upon her graduation in June 2022.

Making the Most of Stock Options and Executive Compensation

By Lisa A. Mrkall, CPA, MBA, Partner

In recent years, executive compensation has evolved beyond big public companies and into a broader business landscape including privately held and family-owned companies. Over the past five years, we have seen a notable rise in the use of structured compensation packages for top executives at small and mid-sized businesses. As competition for leadership talent increases, companies are leveraging tools like equity awards, performance-based bonuses, and deferred compensation not just to reward, but to retain and align key decision-makers. For small business owners, understanding these tools is not just about staying competitive, it is about building a compensation strategy that supports long-term growth and succession planning.

As executive compensation becomes more prevalent across companies of all sizes, many business owners are asking the same questions: How does it work? What are the tax implications? And how do I design a plan that makes sense for my company? To help answer these, we are launching a multi-part series focused on executive compensation starting with the basics, then diving into tax rules, planning opportunities, and common pitfalls. Whether you are preparing to hire a new leader or simply want to stay ahead of compensation trends, this series is designed to give you the clarity and insight you need to make informed decisions.

This series will also be helpful to our individual clients who want to understand more about the different types of stock options, RSUs and how they are personally impacted if offered these incentives. If you work for a company whose share price is on an uptrend, and whose management favors incentivizing and rewarding employees with stock options, you might be in an enviable position. Although the use of options as a factor in compensation packages has become more widespread, there are still many people who are unaware of their rights and responsibilities, and the potential financial impact.

What Is Executive Compensation?

Executive compensation refers to the total package of pay and benefits awarded to senior corporate officers and other top executives. Unlike rank-and-file employees, whose pay is salary-based, executive pay is often complex, performance-linked, and long-term in nature. The goal is to align the executives' incentives with the company's success, ideally driving long-term value creation while managing risk.

Key Components of Executive Pay

Base Salary
Fixed cash amount paid annually. While often smaller relative to other elements, it provides stability.

Annual Bonus
Cash incentives tied to performance metrics such as revenue growth, EBITDA, or individual performance goals. Typically paid annually and may be discretionary or formula driven.

Equity Compensation
Used to tie executives' wealth to company performance:

- **Stock Options**: Right to purchase shares at a fixed price. Value is only realized if stock price rises.
- **Restricted Stock Units (RSUs)**: Shares granted to the executive but subject to vesting conditions.
- **Performance Shares**: Equity granted based on hitting targets like earnings per share (EPS) or return on capital.

Deferred Compensation
Pay earned today but received in future years. Often used to defer taxes and retain key talent.

Severance and "Golden Parachutes"
Compensation awarded upon termination or change in control, sometimes regardless of performance. This is one of the most controversial aspects of executive pay.

Executive compensation is more than just numbers on a paycheck. When designed well, it motivates leaders to drive innovation and long-term growth. When misaligned, it can encourage short-term thinking or excessive risk-taking. Boards of directors, particularly compensation committees, play a vital role in setting these packages. Shareholders, regulators, and the public are paying more attention than ever, especially in an era of heightened transparency.

Coming Next in Part 2 of the series: **How Executive Compensation is Taxed.** We are often asked about the tax implications of these programs, whether it is the granting, exercise or selling of these incentives. We will break down the components in our next issue but are certainly happy to answer any questions you may have until that issue is released!

Did you know…

We have a number of upcoming webinars that might be of interest to you. Topics include:

- State and Local Tax Compliance
- Mergers & Acquisitions
- Business Valuations
- Business Planning

If you don't already receive our webinar notifications, just email me and I'll add your email address to our webinar notification distribution list.

Barb Harmel, Marketing Manager: bharmel@tsacpa.com.

Community Spotlight: Ken-Ton Meals on Wheels

More Than a Daily Meal, a Lifeline to the Community

Western New York is blessed with an abundance of not-for-profit organizations that offer programs and services to a wide variety of individuals within our communities, many of whom rely on these organizations for critical care and other essential needs.

In our second article focusing on the incredible work of these not-for-profit organizations, we shine a spotlight on an organization that helps people receive a basic daily need – nutritious, affordable, high-quality meals.

Ken-Ton Meals on Wheels serves residents in the Town of Tonawanda and the Village of Kenmore who are elderly or disabled and unable to regularly shop and prepare nutritious meals for themselves. Every weekday, dedicated volunteer drivers (320 in total!) deliver a hot meal and a lighter-fare cold meal to the homes of hundreds of residents who pay a nominal fee for these nutritious meals. Annually, Ken-Ton Meals on Wheels provides over 130,000 meals to those whose options for other daily sustenance are limited or non-existent.

Coming soon in 2025 is the Ken-Ton Meals on Wheels food truck created as a new revenue source that can be booked for events and parties.

Ken-Ton Meals on Wheels is an independent, private, nonprofit organization. ***They are not affiliated with any other area Meals on Wheels program*** and are funded primarily from client payments and private donations.

More than delivering nutritious meals, though, the Ken-Ton Meals on Wheels volunteers also deliver a dash of neighborly caring and concern for the welfare of each person to whom they deliver meals. It's possible that the Ken-Ton Meals on Wheels volunteer is the only person a resident might come in contact with all day. So, while the residents greatly appreciate receiving the meals, they also look forward to the friendly greeting, the exchange of a kind word or two, and the knowledge that someone cares about them and is checking on their wellbeing.

Ken-Ton Meals on Wheels gratefully accepts monetary donations throughout the year to enable them to continue their mission of serving residents in the Town of Tonawanda and Village of Kenmore. To make a donation online, visit their website at www.kentonmealsonwheels.org, or call / email them at 716.874.3595 or KTMeals@KTMeals.org for more information.

Tax Planning, continued

- Shift toward more tax-efficient assets in taxable accounts
- Move high-growth assets to tax-sheltered accounts
- Sell appreciated positions with low future return potential, potentially offset with harvested losses

While volatility can feel like a setback, it is also a window of opportunity for smart tax planning. The key is to act deliberately and ideally with the guidance of your financial planner to ensure that today's strategy supports tomorrow's goals. In uncertain markets, the best investors do more than just ride it out, they plan forward.

Click here for Ken-Ton Meals on Wheels FAQs.

Disaster Recovery, *continued*

Developing a disaster recovery plan may seem daunting, however, it is one of the most important plans you can have for your organization. To begin the process, leverage your available resources: your insurance agents, information technology vendors, industry-specific best practice publications and government websites such as ready.gov and sba.gov.

IRS Tax Debt, *continued*

- Employers must have made tax deposits for the current and past two quarters before applying

Eligible taxpayers must submit a completed application package that includes:

- Form 656, Offer in Compromise
- Pay the $205 application fee
- Pay the initial payment with your offer in compromise application
- Form 433-A, Collection Information Statement for Wage Earners and Self-Employed Individuals; or 433-B, Collection Information Statement for Businesses, & all documentation specified on the form

The IRS will consider your unique set of facts and circumstances; including your ability to pay and your overall income, expenses, assets and equity; and will generally approve when an offer represents the most the IRS can expect to collect within a reasonable timeframe.

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