



# Getting Started in Tax Consulting

By Gary W. Carter

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## Getting Started in Tax Consulting By Gary W. Carter

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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#### **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](http://www.thetaxguy.com)

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