

Reducing Your Property Tax PLUS Starting A Property Tax Consulting Business



Processing Property Tax Appeals For Extra Cash

by George Evers

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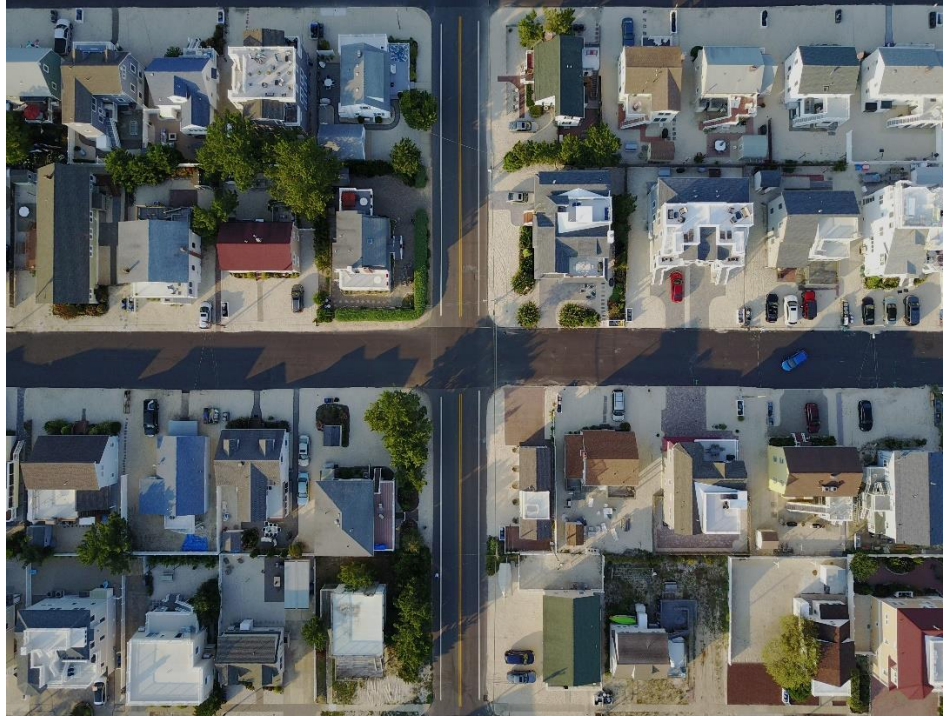
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Real Estate Property Tax Appeal Appraisals For Residential & Commercial Business Properties



Forward: An Unusual High-Demand Consulting Opportunity

An over-assessed property tax plunders the limited wealth of homeowners as well as businesses. Using our yearly updated Property Tax Appeal Consulting course gives anyone the means to enact a successful appeal.

Meeting Clients and resolving an over-taxed property in favor of a customer is extremely rewarding. Like a modern-day type of Robin Hood who helps give back to the households some of the taxes demanded by the king, this business has rewards in satisfaction rendered along with a contingency commission reward. The shine for the compensation is bright for the property tax consultant and the win is a blessing for the homeowner or business entity.

Many are over-taxed on their properties, both for residential and commercial real estate. This over-taxation on properties are that lost share of funds coughed up by homeowners or business owners when they are unjustly over-taxed by a municipal overlord whose main interest was to preserve the overall tax base.



The overlord does not have the time or manpower to look into and fairly assess the individual circumstances for all the homes equitably in

their realm. With the assessments that do exist, experts tell us that there is a **40 to 60 percent error rate** (see actual estimates on page 14). If one wants to help people who don't have the necessary means, time or skills to have their voices heard, this might be a calling.

As a construction expert and real estate appraiser, the author wanted to help those who are over-assessed, especially since he saw how much injustice stemming from rampant assessment errors goes unchallenged. He wrote a course and has revised it numerous times to keep up with the times making it logical, more readable, workable and easier to implement in order to help those who are inspired to follow this type of quest. The course is now updated yearly.

Many homeowners, when faced with property tax assessments, never question the basis for that determination. Others are dismayed by the valuation. They pay it anyway not wanting to waste time embarking on a seemingly confusing task. Most lack the time or the expertise to go head-to-head with taxing authorities. **They need KNOWLEDGEABLE HELP** if they do not have a reliable course covering all the adjustment categories that establish a legitimate market valuation.

What follows is an overlook and review for establishing accurate valuations for any home or commercial business real estate as well as insights in establishing a sideline property tax consulting business.

Property Tax Consultant Course Solutions

If one wants to help others lower un-equitable property tax assessments, be they commercial or residential, they need education. There are various entities at various locations offering courses and methods for learning this kind of specialized knowledge.

There are brick and mortar schools, expensive seminars and lengthy study courses. One can even blivate, delve into the minutia or create courses that can take many semesters in college time to complete. There is no end to learning that one can engage in about almost any subject for learning's sake.

Or focus is to address an urgent need, fix the problem and be rewarded in the process. We want efficiency and we profit working within the system.



Therefore, there is a practical solution. Finding a field-tested course where one earns as they learn. In this business, applying a home study **course should begin when one finds a client** and applying what they are learning to that client. It could be themselves; a neighbor, a friend or one can resort to soliciting a client, or several clients that they advertise for. A client base can be initiated by doing a mailing aimed at a specific area.

All that remains is applying the necessary steps to determine if there is a viable appeal with a large enough financial reward for the client and the consultant to make it worth their effort. If it is, finalize the paperwork and go ahead to win the appeal.

Book knowledge is great, but when it comes to learning, a combination of the ***learning and the doing*** is explosive since it actualizes that skill proficiently. The learning curve is cut drastically and the incentive of financial reward makes everything learned applicable, not to mention, rewarding. With an average residential tax win in the neighborhood of a 20% reduction in assessment and commercial rewards of significant proportions, a learn-as-you-go course where you are paid putting your knowledge to work in an actual case worked is the preferable way to go.

How A Course Can Deliver All Required Skills

People reluctantly shell out over \$1,000 for professional attorneys and real estate appraisers to represent them in their appeal with no guarantee of winning. Using an in-depth course to refer to, property tax consultant students win appeals for clients because those methods are based on facts and undeniable principles as applied to the various adjustment categories that establish true market value for a certain time and place. Applying tax lowering principles and uncovering tax reductions for a client has intangible rewards as well. Note that licensing of property tax consultants is required in only one state, Texas.

The skill to become a property tax consultant can be learned immediately by taking on one or more clients and applying the principles from a vetted property tax course. Learning and doing simultaneously is strongly encouraged.

A property tax home business consulting course can provide an inexpensive complete learning opportunity because it's digital. An investment in learning such a high-demand, legitimate home-based business solution will be earned back quickly, and much, much more, with one's first client. It will generate good financial rewards for anyone who uses it and puts it into practice.

Best Information Source For Free Comparable Data

Information sources are as close as one's computer and the local real estate office. The **Multiple Listing Service (MLS)** contains most of the comparable statistics you'll need, besides, there is Realtor.com, Trulia, Zillow and other online resources. Local online property record cards are available.

Real estate offices are willing to help. They want to keep a friendly face to the public and possible source for referral leads. Without good public relations, their business would suffer.

In general, real estate offices have a friendly atmosphere and are staffed with people willing to help. Real estate offices and brokers desire to create a favorable impression and reputation for approachability. Good public relations open the door for client referrals to their business. As a rule, they want to treat you well.



The free data you're looking for is found online or in the **MLS sold listings**. Preferably, find sold listings within six months of the date that you are looking to contest the assessment for your subject's home. You'll want to run off on a copy machine 5 or more similar comparables to your subject's home that you can scrutinize later. Eventually, you'll decide on the 3 best comparables to build your case on.

These are verified sales that carry a tremendous weight. Within those files are photos of the property and many pertinent usable facts.

The information that the MLS provides lists ALL the good selling features for their client's home. If the home you are seeking an assessment reduction for lacks in any of those FAVORABLE SELLING FEATURES, your tax appeal will have a **verified feature that you can adjust against**. This kind of information lowers the assessment against the home you are representing in a property tax appeal.

Online one can Google: "sold listings" "Zillow sold listings" "MLS sold listings" "real estate sold listings" "realtor sold listings" and other "whatever area you ask + sold listings" for online stats.

Below are some free resources that stand out:

<https://www.realtor.com/soldhomes>

https://www.zillow.com/homes/recently_sold/

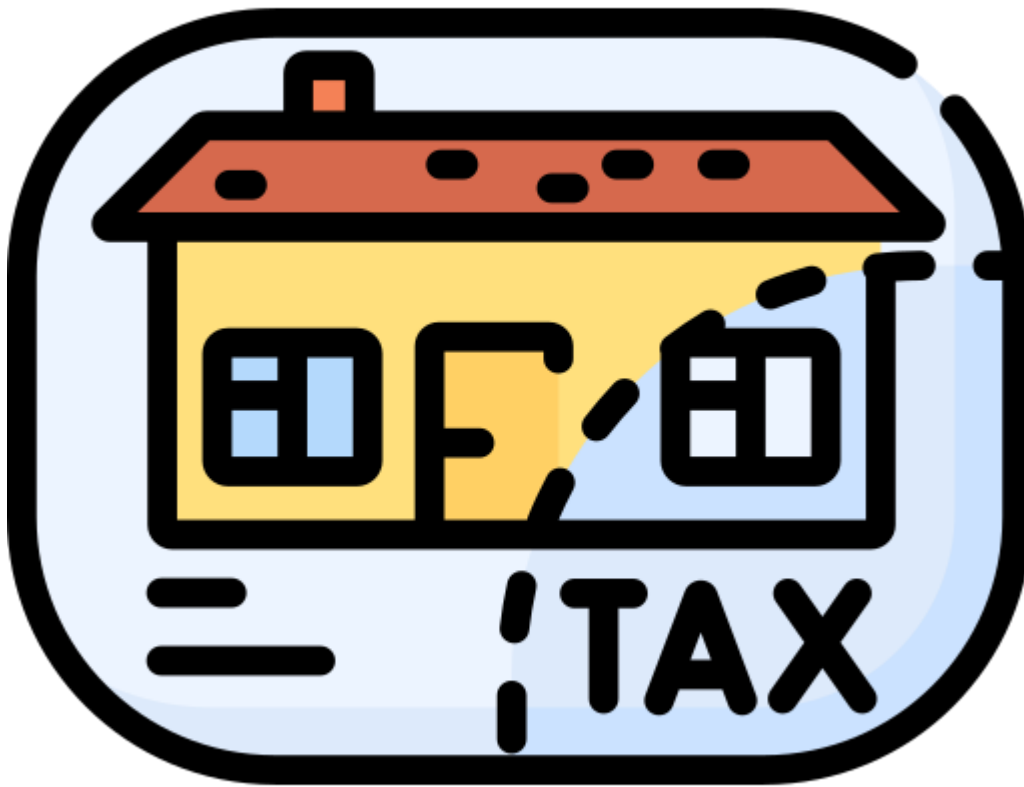
<https://www.movoto.com/sold/>

<https://www.trulia.com/sold/>

<http://www.realtytrac.com/mapsearch/sold/> - requires a monthly charge

Personally, I like to visit a bricks and mortar real estate establishment to acquire their MLS information. It's eye-witnessed, more thorough in **highlighting the best-selling features** for that sold property. **Those featured item highlights** serve as lamp posts for adjustments if they are better than yours or the clients' property.

At the assessor level one can present their case at any time (a few times if necessary) since the local tax assessor has the power of a judge to grant that reduction in property taxes on the spot. The only rub is that lowered assessment will not go into effect until the next yearly assessment date.

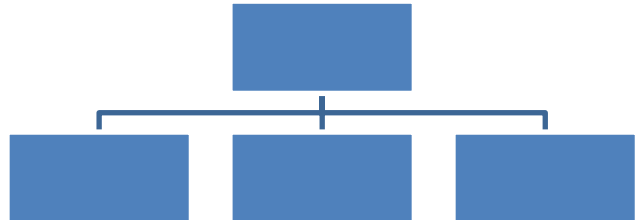


**Errors In Assessment = Reasons For
Appeal**

These are the FACTS:

The National Taxpayers

Union writes that as many as **60%** of all homeowners are over-assessed and not in line with their home value. ("How To Fight Property Taxes")



Consumer Reports has published that property tax records show an **error rate of 40%** exists in estimating property taxes. (Nov.1992 v57 nil p.723)

48% Of All NJ Homeowners are Over-Assessed - reported in:

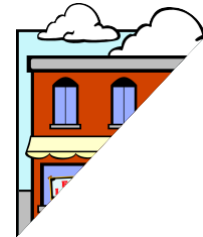
easytaxfix.com/pdf/2012%20NJ%20Over-assessment%20White%20Paper.pdf (data obtained from the MOD4 and SR1A files maintained by New Jersey County Assessors).

NOTE: Nothing has changed in the technology for gathering municipal assessments. Valuations are still gathered by low-bid operators utilizing a hurried-up approach. The standard for appeal is a legit market valuation approach. **Do you think that these kind of over-assessment patterns might exist in your state?**

Taking a course for helping your home or other businesses and residential property tax owners to lower their property will provide the roadmap for all the key evidence you'll need to look at. Because you know

exactly where to look, therefore, you uncover evidence that will get your home or your client's taxes reduced. It is an honest service ... and it rewards anyone who follows through in this business very well.

Average appeal reductions achieved through appeal are in the 20% to 25% range. For a home with a \$5,000 property tax assessment, you should save your client about \$1,000 to \$1,250 dollars. One is rewarded with a contingency fee for every successful appeal. \$1,000 plus contingency fees are normal. Then there are the very lucrative commercial business appeals you might run across and perhaps dig into.



Unlike residential market value analysis, commercial property tax appeals employ a different method of valuation. Since it is a business, an Income Method is used for valuation. The rewards can be extremely high if you discover a client whose income has suffered in their business location. Vacancies, income losses, unusual expenses are signposts for possible client appeals.

click here to learn how to...

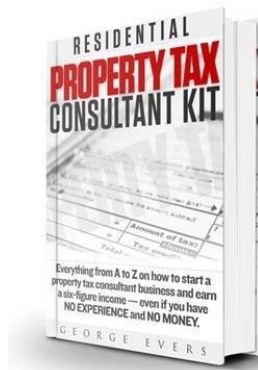
Work From Home and Earn a Six-Figure Income as a **Property Tax Consultant**

NO LICENSE REQUIRED. NO EXPERIENCE REQUIRED. NO INVESTING REQUIRED.

Are you ready to start your own business? Supplement your income?

Here's an opportunity to start a legitimate home based business that is **guaranteed to make you LARGE sums of money... with half the effort of a normal 9 to 5 job!** With this insider information, you can charge (and get) between \$1,000 and \$2,000+ per customer.

Click on this link to get the secrets, training and tools to help homeowners reduce their property taxes. It's not rocket science. If you can hold a 15 minute conversation and speak english... you, too, can begin earning huge pay days as a property tax consultant within 30-45 days from today!



Paste: <http://propertytaxconsult.com/package/index.html> into your browser.

Ingredients Needed To Prepare A Successful Property Tax Appeal

What information does one need to compile for a typical residential case?

- Need to find 3 comparables for the client's property (copies from the Multiple Listing Service comparable "Sold" listings).
- Fill out a simple Excel spread sheet noting any value adjustments.

- 1, perhaps 2 pages of evidence and explanations why adjustments were taken.
- A simple cover page.
- Front view, street view, side view picture of subject's home and pictures of comparables.

And of course, some tips and tricks that will help showcase your case in the best light for a win.

Residential Property Tax Appeals

Residential property tax appeal opportunities abound as long as there are taxes and a government that assesses tax. You'll find you'll never run short of client opportunities. Those looking to reduce their property taxes and have a good case for appeal are numerous.

Comparative Market Analysis: Comparative Value Approach

Residential property value is determined by a comparative market analysis using sold values from recently sold homes. One compares one



home to another home for factors such as: location, size, age of home, view and noting and compensating for these factors as well as other favorable or unfavorable amenities.

One concentrates on finding comparable sales that have characteristics similar to those of your subject home. A variety of these parameters are listed below in descending rank of importance, the first listed being more important than the last listed.

Categories of Compatibility:

- similar neighborhood
- total square feet of living space
- number of rooms, bedrooms, baths
- sold preferably within 4 months
- sales price within general market price of your home
- sales or financing concessions
- location
- quality of construction
- style of house
- age of house
- condition
- square footage of lot\
- property site and view
- functional utility (deficiencies or overbuilt features)
- number of garages
- swimming pool, fireplace(s), remodeled kitchen, kitchen equipment, etc.
- storm windows or replacement window or thermopane windows
- basement i.e. finished, unfinished or none
- deck, patio, porch, etc.
- landscaping

The Assessment Process

When towns level blanket appraisals, they aim to revalue every home in that municipality. That process demands that the town puts that request out for public bid. Generally, the lowest bid wins and the winning broker needs to make a profit out of this undertaking.

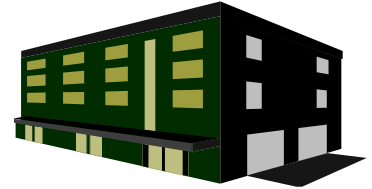
There is a real squeeze on time and money allocated by the blanket appraisal broker to conduct the appraisals. The work is done often by college kids or new hires and the possibility for errors abound. Because very limited time is given to making the assessment, previous valuations are, many times, just rolled over or hypothecated by taking an expensive house on the block as the touchstone.

As long as property taxes are levied on property as a source of revenue by municipalities and that real estate market valuations fluctuate, you'll find an over-abundance of errors and potential cases. There are boatloads of assessment valuations levied against homeowners that are flat out wrong! Commercial properties are JUST as vulnerable to error!

The course, paste: <http://propertytaxconsult.com/package/index.html> into your browser.

Commercial Property Assessment

The commercial side of the business deals with larger properties and naturally larger commissions. The process will take longer and a different valuation approach is required. This is fully covered in the course.



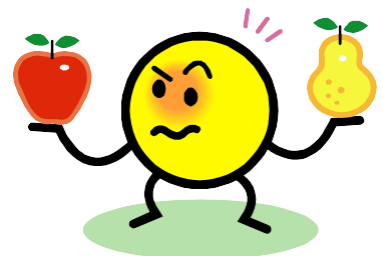
Commercial property is income property and refers to buildings or land that is intended to generate profit from either capital gain or rental income. In other words, the property generates income.

Commercial property includes office buildings, medical centers, industrial property, hotels, motels, malls and strip malls, retail stores, farm land, multifamily housing, warehouses, garages and other such profit generating enterprises.

Income Valuation Approach

There is an entirely different approach to valuation for commercial property. An **Income Valuation Approach** is used. It basically tracks cash flow.

The method to determine value of a residential property involves a **comparative approach** where you compare similar size and style properties, age of



home, location, views and other characteristics and balance those factors in around the date of sale. One property is compared to another.

The income valuation approach is different.

In the income valuation approach, it values information about the physical aspects of the property using the net operating income that the property can generate as the determinant of value.

The **net operating income (NOI)** is calculated as the operating income less the operating expenses.

Example: Let's say that an apartment building, Building XYZ in Queens, New York has a NOI of \$200,000 and sells for \$4,000,000. The capitalization rate is that of 5% (**cap rate** = NOI divided by purchase price)

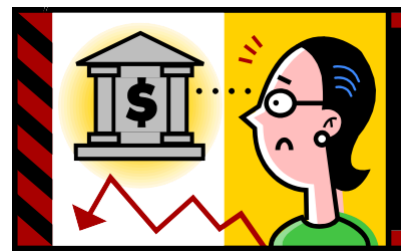
If 10 different apartment building in the general vicinity of Queens New York sold with a cap rate of 5% in the last 90 days and another building comes up for sale, it would likely sell for a 5% cap rate as well.

And now let's say a building (of your client) with a NOI of only \$50,000 comes to market. Because the general cap rate is 5%, you'll divide \$50,000 (NOI) by 0.05 (cap rate) and arrive at a value of \$1,000,000.



If that client had a NOI of \$100,000 the previous year and assessed for the amount of \$2,000,000 and you proved that his NOI was only \$50,000, you've saved the client a sizeable amount (one million dollars) on his property tax assessment base.

If you are not able to resolve the appeal on the assessor level and need to go to the appeal board, use detailed methods for successful conclusions that you glean from authoritative sources and studies that should be provided by a study course. Finding larger clients is extremely lucrative. For instance, seeing a strip mall that lacks any number of tenants



can be a good case. Engaging in commercial appeals has large rewards.

You'll be helping a business owner save scare capital. Usually, business owners are caught up in the day to day running of their affairs and don't pay attention to this area. They often lack the knowhow knowledge base and have other pressing issues. Your help looking into these matters are valuable to them.

The Assessor Level Appeals



If a client's yearly tax appeal date isn't due and the future date is a long way off, for example, if they have to wait 10 months for a formal appeal, one's only recourse for a faster resolution is to make the appeal on the assessor level to begin the process.

The local assessor has complete authority to lower the property tax. If the assessor agrees to a lower valuation for a client's property, one has in essence won the case for their client. The client has his/her property tax reduced and one has earned a contingency commission. Period. The only rub is you'll have to wait for the tax date when the client sees the reduction to get paid, but the money is as good as if it were in the bank.

One should win 75% or more of the appeals starting out and progress to a 90 - 99% win ratio. Through practice, one should be up to speed after they've done 5 or more cases.

Off Season Appeal

After the tax assessor has sent out prepared the assessments relying on either last year's assessments or a recent blanket appraisal, his guard is up. Likely he'll get besieged with dozens of phone calls, emails and a flurry of inquiries.

When the tax assessor is approached during this busy time of the season of angst, it will be generally harder to achieve a meeting of the minds since he is in defense mode. **Approaching the tax assessor before the tax appeal season starts** or a period of time after it is over and he's not busy is much easier for a favorable meeting of the minds.

Even commercial tax consulting is better done off-season. First off, the assessor's office is relaxed and it will be easier to schedule an appointment. For instance, if the assessment notices go out on June 1st and the normal appeal period is June-July, try to do your reconciliation work much before the June 1st date.

Getting to the assessor outside the busy appeal window when activity slows and they are least excited is the best. If the student has other responsibilities, they could adjust their business schedule to work them



cases during some of the off-season. After all, getting the best change-of-assessment results for your client at the local level is much easier off-season. Again, one's prime focus should be achieving success at the appraiser level.

If satisfaction is not achieved at the appraiser level, one must schedule a formal appeal on the municipal level. There is a small filling fee, usually less than \$100 that the client will participate in.

Note that, even though the appeal is granted by the property tax assessor, the reduction for the property owner will not go into effect until

the assessment dates. Even so, you've avoided the time sink of a municipal tax appeal by winning your appeal at the assessor level and can look forward to capitalizing on your win later.

This can be a year-round business.

click here to learn how to...

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Marketing A Property Tax Appeal

Business

Marketing a tax appeal business is not difficult. One can expect many word of mouth referrals as their client list grows. A complete marketing plan is furnished with the course.

All the methods, advice and tactics one ever needs to fast-track this business is supplied in a complete course that is turn-key. One learns how they should set up their business and how to market that business to a large population of potential clients.

 **Retainers:** If a client insists on appealing his case, even if it initially looks doubtful, one could take it on retainer and then look into the matter further. A reasonable retainer fee could be \$100 per case, depending on the area.

When one wins a case, that **customer's property tax assessment savings roll over** year after year - it's not just a one-shot deal! If one reduces their taxes, say \$1,500 for the year, that savings is theirs each and every year until the next blanket reassessment rolls around ... which could be for another 5, 10, 20 or more years. That \$1,500 tax savings for the client resulted in a \$15,000 savings over ten years (much more if using compound interest tables). One becomes a hero in their client's eyes. When you win for them, expect referrals.

Contingency Fee Structure

Commercial Contingency Fees: Check the competition for typical appeal fees to charge when conducting commercial property tax appeals. As previously mentioned, there is a much larger assessment reduction aimed at. Therefore, there is more money to be made with these larger contested amounts in commercial tax appeals, however there is less of a contingency fee. 30% to 40% is typical for the more high-income commercial clients. When hundreds of thousands of dollars of property taxes are reduced for a client, contingency fees can be quite large.

Residential Contingency Fees: Typically, one can charge 80% of the tax savings for the first year, if paid that year. If the fee is split between two years, charge 100% of the tax savings. 50% each year (based on the total assessment savings) can be applied, so 50% the first year and the second 50%, the year after. This way the client sees upfront reward.

One can even schedule the remaining balance due over the course of 3 years. In other words, the typical fee is **100% of the first-year savings and can be divided up as you see fit.**

Examples of a Typical Fee Structure

In contract with the client, the client agrees to compensate (one's assessment review services company) by paying a fee of 40% for the first year of any tax savings achieved. Subsequent years will be 30% for the second year and 30% for the third year.

Or one may choose: that the Client agrees to compensate (one's assessment review services company) by paying a fee of 50% for the first year of any tax savings achieved. The subsequent year will be 50% for the second year. The fee structure is up to you.

Or, if the client balks and want to pay all at once, one could do a straight contingency for 80 or 90% of the initial tax savings. It's up to you; you can use any numbers that work well for your circumstances or market conditions.

This is win, win. In every situation, your client wins. **It costs your client nothing** since the money comes out of the tax savings they would have continued to pay if it were not for your effort. Once the contingency fee is paid, the client's savings continue.



You'll find little competition in this business. There are very few tax appeal consultants and you will be amazed at the good will and all the client referral possibilities that develop.

Marketing Essentials

Generally speaking, you'll want to limit your area to about a 30-minute drive from where you live. Draw an imaginary giant circle around that area. Likely you'll have no competition from another property tax consultant since they are far and few between.

Included in the course is an advertising and marketing process that has proved exceedingly successfully. Direct mail, ads in local news sources, Val Pac, and other sources are referenced in the consultant course. But, if you are looking to get out of the box fast and cheap and expand any business with proven creative ads, there is one source that many in the know wholeheartedly recommend.

Claude Hopkins is a well-respected name in advertising and knows more about scientific advertising than most anyone on the planet. He is the famous advertising man that was a genius when it came to ad writing.



If you would like to get your hands on the only collection of Claude Hopkins ads, or for anyone they respect in that line of work, one can Google for that informational assistance.

Generating Your First Client

Generating a first client is not difficult. The author's approach was to look at an area of expensive homes and create a short letter explaining his services. He then located a reverse address directory and found addresses of some homes in that area and sent out 50 letters. For those 50 letters sent, they generated 4 - 5 customers.

After completing a few successful appeals, one will find that they'll get a number of referrals. The faster way, naturally, is to advertise. But if you're starting out, I don't recommend getting overpowered.

Advertising can bring in too many potential clients than one can adequately care for. It could be quite overwhelming for most people to juggle too much too early.

Those who advertise typically charge a small upfront processing fee. One will likely get a lot of responses and will want to cherry pick the best ones since they will not have time and energy to give attention to all the responses.

To weed out the best clients, one can charge their client a small fee (\$75 -\$100) and do a property tax appeal overview using an online

A detailed valuation overview: would return a comprehensive detailed report online. Some of the information included in the report:

- >> An estimate of the current market value
- >> Highest and lowest reasonable price range
- >> Neighborhood property value average
- >> Comparable sales data
- >> Map showing comparable sales
- >> Tax Assessor Data
- >> Lot Size, Square Footage
- >> Legal Description, Sales History
- >> Charted Valuation - Trend graphs
- >> Real Time Data
- >> HTML or PDF Versions

And an even cheaper, less expensive version: This is a fast comprehensive view of an individual property including similar sales comparables and a recent transaction history. Some of the information included in the report:

- >> Detailed Property Information
- >> Detailed Maps with Comps
- >> Complete Tax Assessor Data
- >> Comparable Sales List
- >> Transaction History
- >> Real Time Data

- >> HTML or PDF Versions

If pursuing a mass advertising campaign, one can use one of these 2 options with tax assessor data and transaction history *or* the cheaper version will give the client an indication if there is an over-assessed worth pursuing.

This satisfies the RESIDENTIAL client and you can pick those cases that offer the greatest financial incentive since you have limited time and can perhaps not handle an over-flux of customers. COMMERCIAL, however, is an entirely different process since it involves an income method for valuation.

Investigating A Property Tax Course

We offer an inexpensive property tax course that covers **both residential and commercial property tax appeals**. The course is geared to make the learning curve as simple as possible while remaining professionally complete. Other similar courses cost many thousands of dollars. This course costs less than \$200.

With an average tax win in the neighborhood of a 20% reduction in assessment, the cost of the course is more than covered, with a nice profit to boot, when you take on a case applying what you learn.

If you want a work from home business or just to make some extra income, this business might be your ticket to making money helping someone out of a dilemma. Even mortgage brokers, real estate sales professionals, insurance and other professions could step into this low competition consulting business as a source of extra income.

Property tax consulting consists of applying common sense rules to obvious facts. **It is not difficult to learn.**

Furthermore, one will learn as they learn making the necessary adjustments to the valuations they are confronted with when taking on their first case. It is something every student will be encouraged to do ASAP.



One can learn and become a competent professional and industry tax expert by using this complete training course and relying on it as their reference. As mentioned, there is no licensing requirement (except for the state of Texas) for becoming a property tax consultant. One saves time on the learning curve by having everything they need at their disposal and by using a step-by-step business approach. This way, students make fewer mistakes. Numerous examples are given and reliable references improve their likelihood for winning cases.

Unlike many other businesses, there is never a lack of customers. In a market with virtually no competition, this work-at-home opportunity can lead to a 6-figure income.

A property tax consulting course can be applied to any home or property that shows signs of error in assessment. Reliable comparative data is easy to get and is free. The next step is to plug in the right valuation figures for home's comparable categories.

Included is extensive marketing training so that students never are at a loss for good leads. They get solid marketing ideas to work from, proven sales formats and field learned advice for starting and getting their business off and running.

Overview Of Basic Materials:

- Prototype initial business contract forms, follow-up letters, invoice forms ... **everything one needs** to be efficient and streamlined for this professional. This is a legitimate turnkey work from home course and business opportunity.
- A **mastermind marketing plan** along with all the insider tips that make this new business easier to get off the ground and running up to speed.
- Property **tax appeal analysis forms** and sequential presentation outline form layouts that take the guesswork out of presentations.
- Complete step-by-step course material.

"The math is not that complicated." Fifth grade math (addition, subtraction, a little multiplying and division), fifth grade English. This course

has been written and rewritten so the Property Tax Reduction course and User Guide is user friendly. It uses an intuitive, easy to comprehend and not so difficult, logical to implement approach.

The Property Tax Consultant course is fully tested, proved and guaranteed to work. This course is understandable and applicable so that almost anyone can work through and implement every step along the way.

Logical explanations are provided throughout the course using many examples and drawings. One will get a full understanding for applying adjustment principles and will learn to apply valuation evidence for what assets are really worth.

With your first case you'll likely earn 5 X over your initial course investment while helping someone else out of an over-taxed jam. If this is something you feel you could do just paste <http://propertytaxconsult.com/package/index.html> into your browser. You are protected by a no questions asked 60-day money back guarantee.

My primary goal is that you have useful information that can enrich people's lives and make a difference. That difference enables other people to ease their tax burdens in order to achieve their goals and reach their dreams. As the author Zig Zigler said, "You will get all you want in life if you help enough people get what they want."

Property Tax Consulting Course Contents



You'll find this course is the least expensive complete course that exists. Other courses cost in the thousands. They will supply 3-ring notebooks, hold seminars as well as take a lot of time to complete. You might even have to travel a long distance to take part in that opportunity.

With this course, you earn as you learn. You start by getting your first client and working that case through applying the valuation adjustments found within the course.

The course material covers how to do all the mathematical price adjustments you may need to make to any of the various appraisal categories for any particular property. Plus, you get all the marketing material on how to set up your business, how to get clients, how to send out sales letters, and all the necessary contract forms and all the follow up letters you'll ever need so you can get started right away.

Also provided are Sample Fee Agreement Forms, Fill In Fee Agreement Form, *Advisor/Agency Authorization Forms*, Fill In *Advisor/Agency Authorization Forms*, *Residential Solicitation Letters*, Signed Contract Transmittal Letters, Thank You For Choosing Our Company Letters, We Have Filed Your Appeal Letters, *Invoice Form For Services Rendered*, Enclosed Is Your Invoice Letters,



Past Due Notice Letters in short, **every form you'll ever need** to streamline your business and never get stuck.

This is a true turnkey solution to the property tax consulting business. A turnkey project is a type of project that is constructed so that the end user has a completed product and process at their fingertips. It has all the components to run the business and produce a stream of income.

The Property Tax Consultant Opportunity

This little-known business is a golden opportunity for those looking to help others out in reducing property taxes.

[click here to learn how to...](#)

Work From Home and Earn a Six-Figure Income as a

Property Tax Consultant

NO LICENSE REQUIRED. NO EXPERIENCE REQUIRED. NO INVESTING REQUIRED.

Are you ready to start your own business? Supplement your income?

Here's an opportunity to start a legitimate home based business that is **guaranteed to make you LARGE sums of money... with half the effort of a normal 9 to 5 job!** With this insider information, you can charge (and get) between \$1,000 and \$2,000+ per customer.

Click on this link to get the secrets, training and tools to help homeowners reduce their property taxes. It's not rocket science. If you can hold a 15 minute conversation and speak english... you, too, can begin earning huge pay days as a property tax consultant within 30-45 days from today!



Ask and see if any people you know express an interest in reducing their property taxes? I bet you'll hear a lot of yeses if you ask around. If they do, consider getting this course. Your success with your first client will more than pay for it.

Paste: <http://propertytaxconsult.com/package/index.html> into your browser.

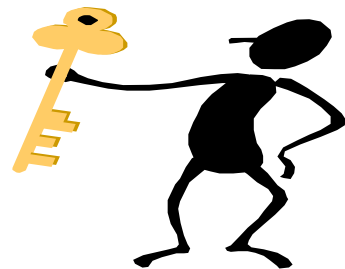
The Property Tax Consulting business is a service that has little competition and high latent demand. If this is your choice, I look forward to seeing you on the other side.

Consulting, an affordable, knowledgeable, consumer advocate business.

LLC Incorporation

As a small business, one should want to incorporate as an LLC as fast as possible. An LLC is cheaper and easier to run as compared to a C Corp or regular corporation.

A limited liability company (LLC) features tax efficiencies and operating flexibility of a corporation. There are many tax advantages.



With an LLC one has the benefit of limited liability exposure. Similar to a corporation, one can enjoy protection from present or future liabilities or judgments against the business without having to incorporate. However, the LLC is a form of corporation.

One's personal assets are protected. One's home, personal bank account, stocks and possessions are protected against paying business debts. For an individual business, they are taxed as a sole proprietorship and enjoy the lower marginal tax bracket. This is a great advantage.

Best is the flow-through deductions from the very act of being in business. All business-related work efforts are deductible. Write-offs have their benefits!

LLC Benefits:

- Protected assets
- Pass-through taxation
- Heightened credibility
- Limited compliance requirements
- Flexible business structure
- Few restrictions as to how many LLC's you can have

Learn about incorporating to get and take advantage of all the tax breaks incorporating in an LLC can bring to a business is a plus.

Commercial Business Property Tax Appeals

Not only homes but businesses need to appeal their property tax. They are valued by the assessor using an Income Approach for determining their property tax. **Lots of businesses become victims of lower incomes.** Just like the residential sector, those who don't appeal get screwed. All too often, victims of over-assessment rarely appeal and you can be a great help to them.

When it comes to commercial business property tax appeals, if one doesn't appeal nothing changes. Unlike residential real estate, which is based on a **Market Value Method** approach, commercial business real estate is based on an **Income Approach** and we teach you how you could lower their property tax.

If a business's income has been reduced or devastated, property tax appeal is a viable helpful solution to regroup. Depending on the overall net, your contingency fees can be huge helping business clients.

So, if a multi-family apartment has fewer renters paying their rent, a strip mall with few tenants, a gym, bar or restaurant with fewer customer, etc., therefore **because of less income for a given business, appeal is urgent otherwise the property tax doesn't change!** Few business owners are familiar with this appeal process and unless you're a huge business, there is little competition and few will be knocking on their doors as Property Tax Consultants. Many will be caught by their short hairs when they don't appeal.

One can reach out to those businesses that are economically suffering and ease their financial burden. It's a win, win for everyone and you're rewarded with a contingency commission for your service.

When one purchases the residential course, they will be offered an opportunity to purchase **the Commercial Business Real Estate Property Tax Reduction Course.**

Here's what's included:

- Commercial Valuation Tax Consultant Basics
 - Commercial Valuation Tax Consultant Course
 - Commercial Agreements Letter and Forms
 - Commercial Equity Analysis Excel Examples
 - Commercial Fair Market Value Analysis Excel Example
 - Commercial Operating Statement Excel Example
 - Commercial Supplement To Operating Statement Excel
 - Commercial Land Valuation Analysis Excel Example
-

Commercial valuations are based on an Income Approach. If they earn less net income than the previous year, their property tax assessment should be less. You'll learn about the opportunities that exist in this area of specialization.

Strip malls lacking tenants may need to appeal an old assessment. Apartment

house and complexes vacancies, many small to medium businesses that might be suffering could file appeals when the facts warrant.

Again, a business's valuation is not based on a Market Value Approach but on an Income Approach. And guess what? If cash flow to the

commercial property is lacking business income, or tenants, you might have found a client who could use significant savings!



For example, a construction business had a 10-million-dollar net and they were paying \$500,000 in assessed property taxes. This year, however, the tax year assessment in question, their net dropped to 7.5 million. Working with the accountant, you see that net income dropped 25%. Submitting the appeal for a total assessment reduction to \$375,000 using the income approach you win the appeal.

You can charge the business owner a 35% competitive market consulting fee (contingency fee paid only if the business owner wins the case) for that \$125,000 tax savings. You walk away with \$43,750. Or, if you wanted to give that business owner a huge break and charge only 20% (no one works that cheap), you'll get \$25,000.

Give others the tax break they deserve. Provide a service where practitioners are scarce and the results are valuable.

After ordering the residential property consultation course, the commercial course will be sold for only \$42 extra. <http://propertytaxconsult.com/package/index.html>

Online Marketers

For the Internet Online Marketing Entrepreneur, one can market this course and gain commissions on every sale. Our course is listed on ClickBank.com under the **Marketplace Title**: “Property Tax Appeal Course For Residential & Commercial Consulting.”