

Tax Relief Company – Selection Checklist

	McConnaughy CPA	Competitor Firm
1.) Soliciting prospective clients on pay per click review sites?	NO	
2.) Company ownership verified?	YES	
3.) Owner license verified?	YES	
4.) Company physical location verified?	YES	
5.) Professional experience verified?	YES	
6.) Company history/longevity verified?	YES	
7.) Double digit record of online complaints?	NO	
8.) Unverified sales claims?	NO	
9.) Use of expensive mass media advertising?	NO	
10.) Excessive and/or open ended service fees to be charged?	NO	
11.) Engages in telemarketing cold calling?	NO	
12.) Money back satisfaction guarantee refund policy?	YES	
13.) Confusing/bait and switch service contract?	NO	
14.) Tax relief lead generation company?	NO	
15.) High pressure sales tactics?	NO	
RED FLAG BONUS – Does the company utilize commission based sales people to solicit and close tax relief prospects?	NO	
Other factors to consider?		
Did you speak with the person who will actually be representing you before the tax authorities?	YES	
Other unanswered concerns?	ASK ME	

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