Forbes



Robert W. Wood THE TAX LAWYER

Feb. 202012 - 7:03 am

No More King Size Snickers, No More Taxes at J.K. Harris



All good things must come to an end. With calorie limits for candy bars in vogue, King Size Snickers are doomed. See Mars kills the King Size Snickers. At least we have a little time to adjust.

But with less notice, the King Size JK Harris & Co. tax resolution firm consigned its last pennies-on-

the-dollar tax deal to the history books. The firm with 325 locations in 43 states suspended operations, sent employees packing and is preparing to liquidate. See <u>JK Harris Suspends Operations</u>, <u>Prepares to Liquidate</u>: <u>Tax-Preparation Firm Swamped by Consumer Complaints</u>, <u>Lawsuits</u>. My guess is that some clients feel left in the lurch.

Yet many clients who've filed complaints may feel vindicated. Many tax lawyers, accountants and enrolled agents probably aren't sorry either. Tax resolution firms (JK Harris and others) tend to have less than stellar reputations.

JK Harris & Company ®
Image by JK Harris via flickr

Plenty of tax lawyers and accountants

who **don't** work at tax resolution firms offer the same services, usually

without flamboyant TV ads. The stock in trade of this end of the tax business is installment agreements and offers in compromise. See <u>IRS's Topic 204</u>, <u>Offers In Compromise</u>. Both involve paper pushing and rather circumscribed IRS rules. See <u>Using an Offer in Compromise to Settle a Tax Bill</u>.

As a tax lawyer for <u>30 years</u>, I know the IRS and most state taxing authorities are not above making deals. Installment agreements and offers in compromise are standard fare, though many TV ads exhort viewers that the IRS has made a "limited time special offer."

My views on the specialized tax resolution shops are less extreme than many. I suspect most such firm are trying to help but it's hard to expect much personal service. The caseload is often enormous and the sea of cases can burst like a dam. Such a business is about volume, not quality.

Thinking charitably, maybe all the horror stories are no surprise. But there are suggestions that at least some in this business are unscrupulous, taking advantage of people desperate for relief, getting paid cash up front, with little follow through. That's what California's Attorney General Kamala D. Harris said about TV's peripatetic "Tax <a href="Lady" Roni Deutsch.

Like JK Harris, Deutsch shut her doors. See <u>Tax Lady Roni Deutsch</u> <u>Bankrupt, Surrendering Bar License</u>. For JK Harris, the writing has been on the wall—it has been the subject of hundreds of complaints. The firm filed for Chapter 11 bankruptcy last year, but is converting to a <u>Chapter 7 liquidation</u>.

The topic of tax resolution is touchy. No one wants to owe the IRS, yet millions do, some perennially. However you got into tax debt trouble and for however short or long a time, you want out. It's only natural that people pursued by the IRS would turn to someone—anyone—promising to block all the calls from the IRS as your authorized representative, especially if they promise a pennies-on-the-dollar-fix.

Some TV ads from tax resolution firms claim they can settle your tax debts for "pennies on the dollar." See <u>Attorney General Pursues 'Tax Lady' Roni Deutsch</u>. These ads may be <u>entertaining</u>, but some claims and testimonials seem <u>too good to be true</u>. Some are, so be careful.

For more, see:

JK Harris in liquidation

Name This Tax Deal

When Too Good Tax Deals Become Fraud

Attorney General Pursues 'Tax Lady' Roni Deutsch

Paying Taxes Pennies On The Dollar

'Pennies On The Dollar' Tax Relief: How Much Is It Worth?

Taxes As Seen On TV?

Robert W. Wood practices law with <u>Wood LLP</u>, in San Francisco. The author of more than 30 books, including Taxation of Damage Awards & Settlement Payments (4th Ed. 2009 with 2012 Supplement, <u>Tax</u> <u>Institute</u>), he can be reached at <u>Wood@WoodLLP.com</u>. This discussion is not intended as legal advice, and cannot be relied upon for any purpose without the services of a qualified professional.