

The book was found

BLOCKBUSTER: How To Build A Million Dollar Tax Business



Synopsis

So How Does a Guy with NO Tax Experience Come into a Small Tax Office and ... Build a MILLION Dollar Tax Preparation Business in Just a Few Short Tax Seasons? Well, itâ€™s a secret • thatâ€™s been kept under-the-radar ... until now. You see, What Most Tax Professionals DONâ€™T Realize is Even The Most Tax Law Knowledgeable, Highest Paid Credentialed Professional And The Hardest Working Tax Business Owner On The Planet, Will Live With An Average Or Even Below Average, Disappointing Income Without A Consistent, Steady Flow Of New Clients Coming Into Their Tax Office! If you buy into the line that since you are a tax professional everyone in town needing tax help is going to beat your door down looking to give YOU their money because youâ€™ve got the most tax experience or youâ€™ve gone to more tax seminars this year or you have some extra letters behind your name etc. -- youâ€™re just not living in reality! There is a different, much more productive (profitable) way to be SUCCESSFUL in your tax business. And once youâ€™re freed up in your mind that itâ€™s OK to be different than your competition, youâ€™ll be on your way to growing your tax practice to the next level of success!

Book Information

File Size: 2070 KB

Print Length: 228 pages

Page Numbers Source ISBN: 1530388384

Simultaneous Device Usage: Unlimited

Publisher: Best Seller Publishing (February 2, 2016)

Publication Date: February 2, 2016

Sold by:Â Digital Services LLC

Language: English

ASIN: B01BFMSXAU

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #175,584 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #15

inÂ Kindle Store > Kindle eBooks > Business & Money > Taxation > Small Business #22

inÂ Kindle Store > Kindle eBooks > Business & Money > Taxation > Personal #41 inÂ Books >

Customer Reviews

Four and a half stars. Definitely not four, closer to five. I do have a few quibbles: The stacks of money on the cover come across as a little cheesy. Itâ€™s got the look and feel of a self published book. The typesetting isnâ€™t the best. Itâ€™s fairly promotional. Itâ€™s designed to engage you with the authorâ€™s and the authorâ€™s colleagues service offerings. Which by the way, so far as I know, are very competent programs. Some super-analytical CPA type people wonâ€™t be enamored with the book's style. Criticisms out of the way, it addresses some of the most important problems that tax professionals deal with. Like: I flip randomly to page 45 and heâ€™s talking about 80/20 strategies. My favorite topic. Chauncey is saying that WHILE BEING COURTEOUS TO EVERYONE (!!!) you need to identify your "A" • "B" • "C" • and "D" • clients and | dump the "D" • clients. Just because someone can fog a mirror or has a tax return doesnâ€™t mean youâ€™re obligated to do business with them. I gave a speech to a CPA group a couple of years ago and you could see the relief on their faces when I *gave them permission* to get rid of problem clients. "Fire them! Do it politely... but fire them. Life's too short. You all know who they are, too. Don't you?" They all nodded. We all know who the problem clients are. Chauncey shows you how to sort them out, prioritize them, and gingerly move them on to greener pastures. This is a book of solid business advice. Heâ€™s going to help you zero in on exactly who to sell to, how to find more of those people, and have a much more prosperous tax practice than you had before. This book will get you thinking about getting more clients instead of analysis. Getting clients is where the real money is in almost any business.

[Download to continue reading...](#)

BLOCKBUSTER: How to Build a Million Dollar Tax Business The Million Dollar Shot (new cover) (Million Dollar Series) The Million Dollar Goal (Million Dollar Series) Small Business Tax Deductions Revealed: 29 Tax-Saving Tips You Wish You Knew (For Self-Employed People Only) (Small Business Tax Tips Book 1) Schedule C Tax Deductions Revealed: The Plain English Guide to 101 Self-Employed Tax Breaks (Small Business Tax Tips) (Volume 2) Schedule C Tax Deductions Revealed: The Plain English Guide to 101 Self-Employed Tax Breaks (For Sole Proprietors Only) (Small Business Tax Tips Book 2) Naked Truths, Imagination & Big Ideas: Create the Next Blockbuster for Your Business Selling Real Estate Without Paying Taxes: Capital Gains Tax Alternatives, Deferral vs. Elimination of Taxes, Tax-Free Property Investing, Hybrid Tax ... Paying Taxes: A Guide to Capital Gains) Million Dollar eBay Business From: Home A Step By Step Guide

Million Dollar Stylist: The Hair Stylist's Roadmap to Financial Freedom, Building the Business of Your Dreams, and Doing What You Love! Tax havens and offshore business: Doing business through tax havens Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) 5 Finger Movie Heroes: 9 Blockbuster Themes Arranged for Piano with Optional Duet Accompaniments Invent It, Sell It, Bank It!: Make Your Million-Dollar Idea into a Reality Million-Dollar Throw Stamp Collecting: The Definitive-Everything you ever wanted to know: Do I have a one million dollar stamp in my collection? A Penny for Your Thoughts (The Million Dollar Mysteries) The Machine That Changed the World : Based on the Massachusetts Institute of Technology 5-Million-Dollar 5-Year Study on the Future of the Automobile 85 Million Dollar Tips for Financial Advisors Million Dollar Selling Techniques

[Dmca](#)