



Jorns & Associates



Jorns & Associates, LLC
IRS PTIN P00539149
CAF 0200-13397R



Presentation

LEARNING ABOUT YOUR COMPANY

- Give a brief overview of your company and industry.
- How many full-time employees do you have (2020-2021)?
- Have you received any PPP loans?
- If so, have they been forgiven?
- What do you know about Employee Retention Credits?

DID YOU KNOW THAT MISINFORMATION ABOUT ERTC COULD BE COSTING YOU A FORTUNE?

FORBES MAGAZINE ONLINE EXPLAINS WHY:

- ❖ Small and medium businesses as well as tax-exempts/charities are **leaving billions of dollars on the table** because they don't know if they qualify.
- ❖ The IRS management anticipated that approximately **70% - 80% of small and medium businesses (as well as tens of thousands of charities) were good candidates** for taking the ERC. The reality is, to date the actual numbers of businesses and charities applying for the ERTC is far below that.
- ❖ The failure of business owners and tax-exempt managers to take advantage of the ERTC is due to **fundamental misunderstandings and confusion** about the credit and the CARES ACT.
- ❖ The core problem is that **business owners and tax-exempt managers (as well as many CPAs)** do not understand the goal Congress was intending to accomplish with this **\$80 billion dollar tax credit.**

WHY JORNS & ASSOCIATES

1. We are the largest ERTC specialty firm in the United States:

- 20,000+ Clients
- \$9+ Billion in filings

2. We act as a 3rd party preparer status for our clients:

- We don't just file, we partner with clients every step of the way including long term support

3. We are 100% focused on ERC and our client's ERC needs all day, every day:

- Because of this, we developed proprietary computer software called "MAPS," which generates 15%-30% or more ERC money for our clients with forgiven PPP loans

IRS ERC SCAMMER INFORMATION

WARNING SIGNS

- Preparer refusing to sign the ERC return being filed by the business - This exposes JUST the taxpayer claiming the credit to risk.
- Preparer refusing to provide & explain detailed documents supporting their computations of the ERC
- Not accurately explaining eligibility requirements or how the credit is computed
- Urging businesses to submit the claim because there is "nothing to lose" - In reality, those improperly receiving the credit could have to repay the credit - along with substantial interest & penalties.
- Large upfront fees to claim the credit
- Aggressive marketing Unsolicited calls & advertisements mentioning an "easy application process" or offering a short eligibility check list. Stating that ERC eligibility can be determined in minutes.

HOW TO PROTECT YOURSELF

- **Work with a trusted tax professional**
Go to <https://www.irs.gov/tax-professionals/choosing-a-tax-professional>
Click on [tips for choosing a tax preparer](#)
Under the "**Search for Tax Return Preparers**" section type in "**JORNS**" and scroll to the bottom.
- Request a detailed worksheet explaining ERC eligibility and the computations used to determine the ERC amount. If you "qualify" based on a government order, ask for a copy. (don't accept a **generic document**). - Jorns provides every client a detailed comprehensive qualifications report as the ERC is a complex credit that requires careful review before applying. The report answers any questions regarding; "am I eligible and/or why am I eligible".
- **Confirm that a CPA (actual person) signs the ERC return being filed.** — a CPA/IRS Enrolled Agent signs every amended return filing done by Jorns

THE EMPLOYEE RETENTION TAX CREDIT [ERC]

ERC is an Economic Stimulus Payment:

- First introduced in *CARES Act* on March 25, 2020
- Amended by 2021 *Consolidated Appropriations Act* and *American Rescue Plan Act* and *the Inflation Reduction Act*



THE EMPLOYEE RETENTION TAX CREDIT [ERC]

ERC is an Economic Stimulus Payment:

2 years of ERC – 2020 & 2021

ERC 2020

100 or less F/T W-2 EE's

Up to \$5k per F/T W2 EE's

ERC 2021

500 or less F/T W-2 EE's

Up to \$21k per F/T W2 EE's



TOTAL FOR BOTH YEARS = Usually Up-to \$26k per F/T W2 EE's

HOW THE EMPLOYEE RETENTION TAX CREDIT WORKS

- Paid to you directly via a check
- **Fully refundable** tax credit against employer portion of Social Security/Medicare
- Not a Loan and has no requirements on how it's spent
- Claim by filing amended 941-X quarterly returns taking the ERC credit on Line 18 & 26



EMPLOYEE RETENTION TAX CREDIT BASICS

95% of our clients don't believe they qualify based on these MISCONCEPTIONS:

- Did not have a revenue decline.
- Did better during COVID.
- Did not shut down.
- Received PPP Loans

While these are factors in the process, these do not disqualify you.



ERC PRE-QUALIFICATION QUESTIONS

- **ORIGINAL GUIDANCE** - Gross Receipts Reduction 2020 and 2021 vs. 2019? (Quarterly)
- Revenue sectors showing a decline?
- Additional expenses or costs to the business to deal with COVID?
- Trade Shows & Conferences – gone virtual? Not attended?
- How do you engage with customers and prospects?
- What changes did your business make in response to COVID-19?
- What do you not do now or during COVID that your business used to do?
- How were your office operations impacted?
- How were your warehouse and distribution operations impacted?
- How were your customer-facing operations impacted?
- How were your suppliers and key customers impacted?



Did your business **fully** or **partially** suspend operation during any calendar quarter in 2020 and/or 2021 due to orders from an appropriate governmental authority limiting commerce, travel, or group meetings (for commercial, social, religious, or other purposes) due to COVID-19 (includes working from home)?

OUR GUARANTEE AND AUDIT SUPPORT

We DO NOT guarantee any specific refund amount until we have payroll data.

We DO guarantee that our calculations are accurate.

We DO guarantee that our filings with the IRS as a paid-preparer are compliant with program rules and regulations.

We DO provide long-term audit support and carry E&O (errors and omissions) insurance.



OUR SERVICE PERCENTAGE & STRUCTURE

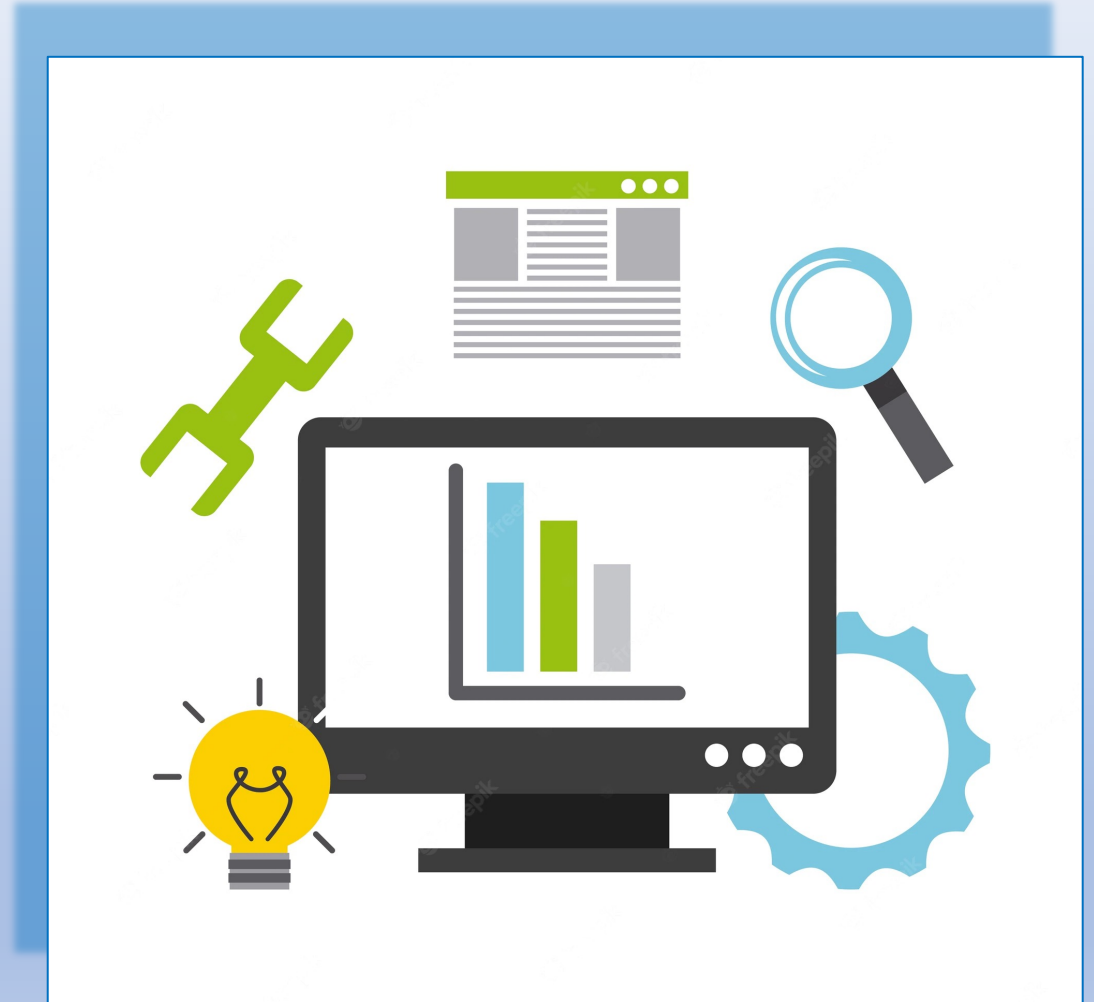
- Jorns & Associates offers you *zero financial risk* with a contingency fee of 20% on amount of credits delivered (Excluding Interest; See Note 1)
- Fully refundable deposit of \$2,600 due at signing
- Software-performed calculations; eliminates human error
- Audit-ready package including compliance services

Note 1: A deposit toward the contingency payment is customarily requested to begin the engagement to ensure client is timely with delivery of required payroll data and 941s. This deposit is subtracted from the amount due when Client receives the tax credit refund check. The \$2,600 deposit is fully refunded if we cannot submit a claim or for any reason given by our Client.

OUR PROPRIETARY MAPS SOFTWARE

When it comes to filing for the ERC, **clients are allowed to maximize wages** that are used toward their PPP Loan Forgiveness and the ERC Calculation.

Our proprietary **Multi Application Processing System (MAPS) Software** yields 15% to 20% more in ERC amounts calculated on average for clients who took advantage of the PPP Loan Program when compared to our large competitors in the market. The percentage increase is even greater when compared to smaller firms that are assisting clients with the ERC filing.



OUR PROPRIETARY MAPS SOFTWARE

Actual Client Calculations for a Refile - What They Got vs. What We Would Do

2020 ERC Calculation:

- \$262,311.11 - Client received for 2020
- \$473,385.68 - Jorns ERC amount for 2020
- **\$211,074.57** - *Additional with Jorns*

2021 ERC Calculation:

- \$688,244.15 - Client received for 2021
- \$850,753.85 - Jorns ERC amount 2021
- **\$162,509.70** - *Additional with Jorns*

Maximized ERC through Jorns & Associates LLC:

- \$211,074.57 - 2020
- \$162,509.70 - 2021
- **\$373,584.27** - *Total Additional with Jorns*

Which TOTAL is better? \$1,324,140 w/Jorns or \$950,555?

- our proprietary process delivered 39.3% more in ERC refunds

Even if the other firm prepared the ERC filing for free, we still **delivered \$108,756 more of a refund** even after paying our contingency fee.

Again, which number would you want?!!!

THE NEXT STEPS AND TIMELINE

- You *Sign* the Engagement letter
- You *Remit* the Fully Refundable Deposit
- We *Assign* an Account Manager & Onboarding Specialist
- You *Complete* the Questionnaire & *Submit* Required Documents
 - ✓ Revenue Spreadsheet
 - ✓ 941s
 - ✓ Payroll Documents
 - ✓ PPP Details
- We *Prepare* the Filing Documents (by CPAs)
- You *Review & Sign* the amended return(s) [revised 941x documents]
- We *file* your 941x documents with the IRS
- You *Receive* Refund Check[s]: <\$200k might come in 6+ months; >\$200k might take 12+ months
- You *Pay* your invoice (only due after you receive your refund from the IRS)



THE JORNS ADVANTAGE

- Specialty Firm
- 100% ERC Focused
- IRS Paid Preparer; a *Trusted Tax Professional*
- Among the top 3 Specialty Firms in the U.S.
- Boutique Style hands-on relationship with our clients
- 20,000+ Clients
- Over \$9 Billion in Filings
- MAPS Proprietary Software (15%-30%+ more ERC \$)
- Unlimited ERC Support
- **Risk free for our clients**



CLIENT TESTIMONIALS

Our CPA referred us over to Jorns & Associates to assist us with the ERC filing for our dental practice because we needed a firm that specialized in filing for the ERC to help us . The team over at Jorns helped us receive over \$220,000 in credits! ~ Dr. Hoang B. Orthodontics

Our revenue took a small hit over 2020 but it didn't hit the threshold the IRS requires for a company to qualify for the ERC. The team over at Jorns & Associates helped us qualify for over \$276,000 for our 2020 credit. We have another \$500,000+ on the way for the first 2 quarters of 2021 and they will help us with our 3rd quarter filing very soon. ~ Omar C. Owner of a Financial Consulting Company

We were told by our CPA that we would not be able to qualify for the Employee Retention Credit because our revenue was up in 2020 versus 2019. Jorns & Associates had us fill out their questionnaire then dug deep into our revenue data, and we ended up qualifying for over \$31,600 for our 7 employees in 2020 alone. ~ Jon M. Owner of a Vacuum Pump & Supply Co.

We own 3 car dealerships and didn't know much about the ERC program. Our CPA referred us over to Jorns & Associates to assist us with applying for the ERC as that is what they specialize in. We have qualified for over \$2.4 Million Dollars in ERC, and we still have the 3rd quarter of October to file for shortly! ~ J Bell Owner Car Dealerships



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Employee Retention Tax Credit

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