Practical Tips on Independent Contractor Status:
THE BASICS AND BEYOND!

It's finally available!
A CD with all the "tricks of the trade" on strengthening independent contractor status!

This exciting 76 minute CD, *Practical Tips on Independent Contractor Status: THE BASICS AND **BEYOND***, takes listeners "by the hand" and leads them step by step, through a massive amount of practical information about strengthening independent contractor status. This CD is fast-paced and "easy listening." Nancy E. Joerg* explains (through the use of many industry specific examples and real life situations), all 20 factors of the IRS common law test. She also explains the (increasingly) powerful IRS Safe Haven defense (Section 530) that taxpayer businesses may use when faced with an IRS challenge to the independent contractor status of their workers. Listen in to a **frank, in-depth discussion** between a real-life client and Nancy Joerg. She explains how to strengthen independent contractor relationships with carpet installers, computer consultants, outside sales reps, and a janitorial service.

The CD is a **must** for any business owner, manager, attorney, accountant, advisor, et al. who wants to lower a company's liability in its use of independent contractors. It addresses such crucial issues as:

- The right way to use different types of independent contractors,
- What should and should not be in an independent contractor agreement,
- Who should pay what business expenses,
- How to increase the risk of loss for the independent contractor,
- How to approach an audit challenge,
- The significance of incorporation of independent contractors,
- How to document independent contractor status, etc.

*Nancy E. Joerg is an employment lawyer from Wessels Sherman. She is an aggressive advocate on the use of independent contractors and is nationally recognized for her work in this area. Ms. Joerg is also a nationally-noted speaker and writer on independent contractor vs. employee status. Her book, *Welcome to the World of Independent Contractors and Other Contingent Workers*, recently published by Commerce Clearing House, explores this subject in depth, providing a host of practical advice based on her extensive legal experience.

This professionally recorded CD is a **tremendously powerful tool** for any business that wishes to do "in house training" of its management team as to the proper way to interact with independent contractors. Businesses that use several independent contractors should seriously consider buying many of these very affordable CDs as part of a comprehensive training program on the independent contractor issue.

This would also be an excellent CD for the ***independent contractors themselves*** so they could develop an accurate understanding of their appropriate role and relationship to the hiring firm.

Simply fill out the form below to order this CD: ***Practical Tips on Independent Contractor Status: THE BASICS AND BEYOND!*** *(No Risk!: 100% refund if not totally pleased.)* Order now. Supplies limited.

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