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Best Relationship, (Your Name) Signatures: Company Representative (Sign) Company Representative (Print) - The date when I write this article on the way home, speaking at a conference of IT professionals who are trying to figure out how to sell service contracts (something technology companies call managed services). Instead of offering to be your IT guy when you have problems, the Managed Services Provider (MSP) offers a standard set of technology services that most companies need. For example, MSPs may suggest proactively managing a computer network, installing new software when updates become available, and checking viruses. The difficulty for many MSPs is to convince customers who have had the luxury of calling only when they had a problem to commit to an ongoing relationship focused on a standard set of services. But for businesses that commit long-term to their service providers, there are a number of hidden advantages. In my last company, we made the transition from a general service provider to offering standardized service contracts. Our customer base included over 100 from the Fortune 500 list, so we got the hang of making a case for our customers that a standard service contract was better for them than hiring us on a one-time basis. Here are five reasons why a standardized service contract will make your business better:1. Specialists better than generalistsWould do you ask your family doctor to remove the gallbladder? When you standardize around a predictable set of services, the service provider gets very good at providing these services. Unlike the traditional service model, when a vendor develops a custom solution for customer or offers a wide range of services, standardized service means that the provider's employees repeat the same process process And with this repetition comes increased competence. Offering a standard set of contractual services means that customers are served faster. There's a world-famous burger stand called Webber on the way to a country cottage two hours north of Toronto. For my money, Webber makes the best burgers in the world. They avoided the current trend towards exotic toppings on your burger in favor of sticking with a standard set of basics. You can't contaminate your burger with cabbage leaves, alfalfa sprouts or chipotle mayonnaise. At Webber's, they only offer ketchup, mustard and fun. That's it. Some customers want sprouts? Sure, but offering a litany of toppings will slow down service to the point where hungry drivers will stop elsewhere. True Webber fans get a surprisingly quick service. Shorter Turnaround TimeNot only customers contact the service provider faster when the service provider specializes in only a few services; they will also get their issue fixed faster. At Southwest Airlines, they only buy 737s. Technicians always carry spare parts, and they turn planes faster than any other airline. Not only did the southwest turn their 737s around quickly; As one of Boeing's biggest customers, they also get a good deal on equipment. Service providers often have to buy raw materials that go to providing the services you buy from them. The more a service provider can specialize and standardize their services, the better the prices they receive and the more savings they can pass on to you.5 Fixed before it breaks down When there's a permanent relationship, the service provider is starting to know what you need - even before you do. This will have a great relationship with fixing problems before they start. The Mosquito Squad, which helps homeowners eradicate mosquitoes, is a good example. The problem with mosquitoes is that they are much harder to deal with once their eggs hatch. The trick in fighting mosquitoes is to spray before their eggs hatch. That's why most of the Mosquito Squad business is created around the standard, annual contract they signed with the homeowner. The value proposition is simple: We know that you want to bug the free yard so commit to the current relationship and we will spray actively so that mosquitoes never become a problem in the first place. (College, University, or Letterhead Institution) Original with THE OFFICE's Address ITIN Operations P.O. Box 149342 Austin, TX 78714-9342 This letter certifies: attached completed form W-7, IRS Individual Taxpayer Identification Number and Proof of for _____ (Insert applicant's name) with SEVIS number Name and SEVIS number have been verified by the signed; The applicant is not entitled to SSN; and the original documents or copies of the applicant, certified by the issuing agency for identification and foreign status, were personally reviewed by the signatories. The Claimant provided the following originals or copies certified by the issuing agency documents to establish the applicant's identity and foreign status: (The list of documents here) Application Form W-7, Application for IRS Individual Taxpayer Identification Number Copy Form DS-2019 Certificate of Eligibility for Exchange Visitor Status (J-1 Status) Copy I-20 Certificate of Rights to nonimmigrant student status Copies of each document certifying the undersigned (choose applicable) for the aforementioned college/university/institution that is an approved member of the student and exchange visitor program (SEVP). _____ Principal Designated School Official (PDSO) ___ Designated School Official (DSO) ___ Responsible Officer (RO) ___ Alternate Responsible Officer (ARO) _____ (Printed name of PDSO/DSO/RO/ARO) _____ (Signature of PDSO/DSO/RO/ARO) _____ (Contact Telephone Number) _____ (Signature Date) Page Last Reviewed or Updated: 05-Jun-2020 Abbreviation/Term/Symbol Refers to: IRC or Code Section Internal Revenue Code Instructions IRS Form Instructions Form IRS Tax Form Pub or Publication IRS Publication IRB Internal Revenue Bulletin 31 U.S.C. Title 31 of United States Code C.F.R. Code of Federal Regulations Treas. Reg. or Regulations Treasury Regulations DOL Department of Labor Cir. 230 Treasury Department Circular 230 IRM Internal Revenue Manual T.C. Memo Tax Court Memo § Symbol for Code Section Numbers and/or letters following the code section symbol are used to guide the user to the appropriate area in the Code for that reference. On November 30, two taxpayers married. In the same year, her husband enrolled in an accredited college to further develop his career, and then received a form 1098-T, a statement of study. The couple worked with \$45,000 in income and paid for her husband's education expenses. Based on their circumstances, how to properly report an education loan? (A) Taxpayers must file a co-return to claim an education loan (B) Based on AGI wife, they are not eligible to claim an education loan (C) Husband is not eligible to claim an education loan because the wife has paid her education expenses (D) the wife must report unskilled education expenses on Form 8863, Education Loans (American Opportunities and Lifetime Tuition Loans) Key: References: IRC No. 25A Instructions on Form 8863; page 2.2. The taxpayer has a child under the age of 24 who is a full-time student in their 2nd year of college. The student will be as a dependant on the taxpayer's return. The student's education expenses included \$8,000 for tuition and \$4,000 for a room and board. The student received a \$5,000 scholarship for tuition only, as well as an additional \$2,500 scholarship to pay for any student's college expenses. The taxpayer paid the remaining \$4,500. Which of the following statements is correct based on the above information? (A) A student can qualify for an American loan opportunity upon return for tuition expenses of \$3,000 and must report an additional \$2,500 scholarship as an income (B) taxpayer can qualify for an American loan opportunity on their return to tuition costs of \$3,000, and the student must report an additional scholarship of \$2,500 as income (C) the taxpayer can qualify for the American loan opportunity on return for tuition costs of \$3,000, and neither the taxpayer nor the student

must report any additional \$2,500 scholarship as income (D) the taxpayer can qualify for the American loan opportunity on return to tuition costs of \$3,000 and must report an additional \$2,500 scholarship as Income Key: B Links: IRC No 25A (i); IRC No 117; Publication 970, page 5, 7, 16-17 3. Which of the following statements is correct regarding Form 1095A, Health Insurance Market Statement? (A) Taxpayers do not need Form 1095-A to complete Form 8962, Premium Tax Credit to reconcile upfront payments on a premium tax credit or to claim a premium tax credit on their tax return (B) Taxpayers will receive Form 1095-A to complete Form 8962, Premium Tax Credit, if they were covered by the employer insurance plan for the whole year (C) Taxpayers would use Form 1095-A to complete Form 8962, Premium Tax Credit to reconcile upfront payments on a premium tax credit or to claim a premium tax credit on their tax return (D) Taxpayers will attach Form 1095-A to their tax return to reconcile advance payments on a premium tax credit or to claim a premium tax credit for their Key Return: C: Reference: Form 8962 Instructions, p. 2 4. Which of the following statements is correct with regard to Form 8995 Skilled Business Income (SBI) Deduction Simplified Computing? (A) C corporations must fill out Form 8995 in order to qualify for a qualified business income deduction on their corporate profits (B) Taxpayers will receive Form 8995 from the IRS if they are determined to be eligible for the deduction (C) Of one person with an SBI whose taxable income before the 100,700 deduction is less or equal to \$160,700 as must use Form (D) Partnership required to attach Form 8995 to their partnership tax return in order to qualify for the Key deduction: C Links: Form 8995 Instructions, page 1 5. Which of the following situations disqualifies one person from demanding a tax credit? (A) Marriage with Enrolled in a Skilled Health Plan (B) Increase in household income to 390% of the federal poverty line (C) Inheritance \$1,100,000 non-income home production (D) Becomes eligible as a dependent on their parents joint tax return Key: D Links: IRC No 36B (c) (1)(D); Pub. 17, Chapter 36, Premium Tax Credit, pgs. 235-236; Pub 974; Instructions on Form 8962, page 5 6. All following types of income are reported in form 1099-MISC EXCEPT: (A) Non-work compensation payment of \$600 or more (B) Payments, made by a doctor or other provider or provider of medical or medical services of \$600 or more during your business trading (C) Cancelled debt of \$600 from more (D) Crop Insurance Income Payments of \$600 or more Key: C Links: 2019 Instructions on Form 1099-MISC, page 2, 6-9; Treas. Reg. 1.6041-1 7. What is the total amount that an individual entrepreneur is required to report on Form 1099-MISC based on the following costs claimed under schedule C? Lawyers' fees for the law firm included: \$600 Printer Sign: \$800 (\$600 Labor and \$200 Materials) Designer's Web page: \$500 Incorporated Janitor Company: \$800 Consultant A: \$1,000 (\$400 cash paid and \$600 paid by cheque) Consultant B: \$500, Consultant A: \$500, Consultant A: \$1,000 (\$400 paid in cash and \$600 paid by cheque) Consultant B: \$500, Consultant B: \$500, Consultant B: \$500, Consultant A: \$1,000 (\$400 paid in cash and \$600 paid by cheque) Consultant B: \$500, Consultant B: \$500, Consultant A paid cash Consultant C: \$400, paid by cheque (A) \$1,400 (B) \$1,600 (C) \$2,000 (D) \$2,400 Key: D Links: 2019 Instructions on Form 1099-MISC, page 1 says, that attorneys fees of \$600 or more, can report to 1099-MISC and that the service on nonemployee includes materials and materials. Page 2 states that corporation payments generally should not be reported to 1099-MISC. Pub 15-A, page 8-10 covers whether someone is an employee or nonemployee independent contractor. (Key is calculated as \$600 in a law firm \$800 to sign the artist \$1,000 to a consultant at \$2,400) 8. Standard deduction increases for persons aged 65 and over and/or: (A) receiving unemployment compensation (B) retired from the Armed Forces (C) Trust Beneficiary (D) Blind Key: D Links: IRC 63(f); IRS, Publication 501, page 22 9. The 62-year-old, married taxpayer files a married filing separately, and lives apart from his spouse for the entire tax year. What is the basic amount of the taxpayer to calculate social security benefits? (A) zero (B) \$25,000 (C) \$32,000 (D) \$9,000 Key: B References: 86 euros (c)(1); IRS, Publication 915; Page 3 Publication 17, pg.81 10. To find out if the Social Security taxpayer's benefits may be taxed, all followings are taken into account BY EXCEPT: (A) Interest that is not taxed (B) Exemption for Foreign Earned Income (C) Notary Fees Received (D) Unemployment Benefits Key: B No 86(b)(2); IRS, Publication 915; Page 3 Publication 17, Pg.81 11. If you have a dependent to whom you cannot claim a child tax credit, the dependent may still be able to Credit? (A) Alternative Minimum Tax Credit (B) State and Local Income Tax Credit (C) Credit for Other Dependents (D) Credit for Foreign Dependents Key: C Links: Publication 17, Chapter 33, Child Tax Credit/Credit for Other Dependents, pgs. 214-215 12. A child is taxed on children in the current year if: (A) The child is required to file a tax return and he or she submits a joint declaration for the year (B) Child under the age of 18 at the end of the tax year (C) The child has only a non-taxable income of more than \$2,200 (D) No parent of the child alive at the end of the year Key: B Links: Publication 17 pg.201 13. In order to deduct the personal loss of the victim and theft, the losses must be: (A) Related to the Federal Declared Disaster Area (B) Reduction in the amount of the standard deduction (C) Less than 10% of your adjusted gross income (D) is deducted during the three-year consecutive period Key: References: No. 165(h)(5); Publication 17, pg. 183-191 14. Net investment income tax can apply to which of the following? (A) Alimnt (B) Taxable Distribution of Mutual Funds (C) Tax Exemption municipal bond interest (D) Traditional IRA Distribution Key: B Links: IRC No 1411 (c) (1) and (5); Instructions on Form 8960 Net Tax on Investment Income - Individuals, Property and Trusts, Pages 1, 5 and 6 15. The couple filed their 2008 return as a married filing together and claimed \$7,500 for first-time home loan buyers. The couple used the house as their primary residence. This year they turned the house into a rented property. What, if any, is the tax obligation of taxpayers against first-time home loan buyers? (A) They have to pay the unpaid balance of the loan (B) They must pro-rate the loan, Received within 15 years and repay 50% of the original loan (C) They must reduce their ammonia basis in the ownership by 50% of the outstanding loan balance (D) Since they have used this house as their primary residence for 5 years, there is no requirement to pay off the key: References: IRC No 36 (f) (2), Form 5405 Instructions, p. 3 16. In order for medical expenses to be deducted as a detailed deduction in the current year, expenses must exceed what percentage of adjusted gross income? (A) 10% (B) 7.5% (C) 2.0% (D) Medical expenses are no longer deducted Key: B References: IRC No 213 (f) 17. Preparation taxes are usually deducted as: (A) various itemized deductions subject to the 2% limit (B) Investment Expenditure On Schedule (C) Tax Credit on Schedule 1 (D) They are not deductible Key: D Links: IRS Pub 17, Pg. 193 18. Which of the following requirements is true of the Foreign Bank Accounts Report and Accounts (FBAR) (A) Form 114 FinCEN (FBAR) must be filed by anyone with financial interest or signature power over a foreign bank account (B) Term Term The FBAR filing is usually the July 15 of the current tax year for individuals (C) FinCEN Form 114 (FBAR) filed from the current tax year individual tax return (D) FinCEN Form 114 (FBAR) filed online with Financial Crimes Network Key: D Links: 31 C.F.R. No 1010.350(b); 1010.306 (c); Publication 54, pg. 8 (2019). 19. Interest on qualified U.S. savings bonds cannot be taxed if you pay: (A) Lower rent, which is subsidized by the government (B) Skilled higher education costs in the same year (C) Household worker's salary over \$1,000 (D) Mortgage interest for rental property Key: B Links: Pub 17 pg. 58 20. The requirement to submit Form 114 FinCEN applies to U.S. individuals who have financial interest or signature power over any foreign financial account (s) if the total value of these accounts, at any time during the calendar year, exceeds: (A) \$1,000 (B) \$5,000 (C) \$7,500 (D) \$10,000 Key: D Links: IRS, Bank Secrecy Act, (31 U.S.C. No. 5314); 31 C.F.R. No 1010.350(a); 1010.306 (c); Publication 4261, pg. 1 (2016). 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