**What High Wealth Taxpayers Need to Know About the IRS**

A brief background on the IRS organization focusing on the IRS Large Business and International Division with Global High Wealth and the Estate and Gift Tax Program is offered. Further insight is provided on classification to provide the participant with insight into the various silos associated with this process. A focus Is made on business appraisal issues at the IRS. This information suggests how to avoid and what to do if audited by the IRS with applications using neuroscience. These techniques may apply to resolving conflict and negotiating winning solutions using The Collaboration Effect®.

**Learning Objectives**

Participants will be able to:

* Address pertinent changes at the IRS
* Describe how the IRS works and how to work with this IRS
* Communicate how classification works at the IRS on high wealth and estate and gift tax audits and how to avoid an audit
* Identify how to work with IRS personnel if audited
* Apply The Collaboration Effect and three bonus items

**Bio for Michael Gregory ASA, CVA, Qualified Mediator with the Minnesota Supreme Court**

Michael Gregory is a mediation and negotiations specialist. He has the knowledge, experience, and relationships to help you with IRS and other disputes. Before founding Michael Gregory Consulting, LLC, Mike had 28 years of experience with the IRS in various capacities, from specialist to executive level. During his last 11 years with the IRS, Mike was an IRS territory manager responsible for up to twenty-three states, emphasizing business valuation and specialist issues nationally. Mike has been working with neuroscientists for over ten years. He has written [12 books](https://www.amazon.com/Michael-A.-Gregory/e/B08CNN3286?ref_=dbs_p_pbk_r00_abau_000000) on [IRS issues on business valuation](https://www.amazon.com/Business-Valuations-IRS-Michael-Gregory/dp/1945148020/ref%3Dsr_1_1?ie=UTF8&qid=1539924381&sr=8-1&keywords=Business%20Valuation%20and%20the%20IRS)*,* [conflict resolution](https://www.amazon.com/Peaceful-Resolutions-Illustrated-Conflict-Resolution-ebook/dp/B01N5D065X/ref%3Dsr_1_1?ie=UTF8&qid=1539924496&sr=8-1&keywords=peaceful%20resolutions), [servant leadership](https://www.amazon.com/Servant-Manager-Michael-Gregory/dp/0986030740/ref%3Dsr_1_1?ie=UTF8&qid=1539924580&sr=8-1&keywords=the%20servant%20manager), and his most recent book [The Collaboration Effect](https://www.amazon.com/dp/B08LHFX9RY/ref%3Drdr_kindle_ext_tmb). Mike has a BS from Valparaiso University, an MS from the University of Wisconsin – Madison and an MBA from DePaul University. Mike can be reached at mg@mikegreg.com and with his direct line at 651-633-5311.

