



BottomLine
CONCEPTS™

Helping American businesses reinvest in themselves

BLC Academy: ERC Talking Points: Common Questions

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Talking points to commonly asked questions

Below are common questions we receive from prospects during the sales process. Please familiarize yourself with the questions and talking points should you receive similar questions.

Q1: My Accountant said I do not qualify.

ERC qualification is a complex and nuanced process and can vary based on State, industry, governmental orders etc... Most Accountants are well versed in the accounting procedures and the tax code and I'm sure yours is the same. However, the ERC is a specialized program and one that requires an in-depth understanding of the nuances I mentioned. Our team is comprised of in-house tax attorneys and CPAs that specialize in government programs and the ERC.

The ERC program has two ways to qualify:

- **A significant decline in gross receipts** for any eligible quarter in 2020 or 2021, defined as a 50% reduction in revenue during any quarter in 2020 compared to the same quarter in 2019, or a 20% reduction in revenue in any quarter of 2021 compared to the same quarter in 2019.
- **A full or partial suspension of operations** due to orders from the federal government, or a state government having jurisdiction over the employer, limiting commerce, travel, or group meetings related to COVID-19.

It is possible your accountant is not familiar with the qualification paths and nuances, and we are happy to share our experience and expertise. Our objective is to help your business if you feel you and your business meet the eligibility criteria.

Remember, we have been in business for over 15 years supporting organizations like yours across many government aids and cost saving programs. We help educate you on the program and walk you through the process with our white glove service. If you choose to not proceed with us we hope you will continue to clarify your eligibility and learn more about the ERC program and how it might benefit your business.

At Bottom Line, we are steadfast in our mission to educate American businesses on the ERC program and help them realize savings in a transparent, ethical, quality, and compliant manner... helping them reinvest in themselves and their future.

Q2: Customer states our Fee is too high, or that a competitor provided a lower fee.

I understand you feel our fee is too high. If a customer believes they are eligible for ERC, we never want our fee to dissuade anyone from filing for ERC. That said, ERC qualification is a complex and nuanced process and can vary based on State, industry, governmental orders etc...

You should know that our company has been in the government aid and tax recovery business for over 15 years. Our team is comprised of in-house tax attorneys and CPAs that specialize in government programs and the ERC. We not only provide a white glove service to all customers, regardless of size, we also provide audit support should an audit arise. In the unlikely event of an audit, BLC has you covered. We provide audit support for all our customers. We also assume the risk with each client, forfeiting our fee if disallowed funds require repayment to the IRS.

We understand that we might not be the right fit for every customer and there are other companies out there that might be a better fit. If you choose to not process with us, we just ask that you do your research and visit the IRS website for watchouts on 3rd party companies. The IRS does a great job explaining some of those watchouts for "scammers".

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Q3: Customer asks the following question: What If I get audited?

That is a great question and an important point to review. The IRS audits claims as part of their normal course of business and the ERC program is no different. While the audit rate is low it is something that could occur.

If audited, Bottom Line Concepts has you covered. We provide audit support for all our customers. We also assume the risk with each client, forfeiting our fee if disallowed funds require repayment to the IRS.

You also need to understand the audit period: The IRS Audit period for ERC is: 3 years for 2020 and Q1,Q2 of 2021 and 5 years for Q3 & Q4 of 2021

At Bottom Line we believe in ethical, conservative filings for the Employee Retention Credit (ERC) and following IRS guidelines. We stand behind our work and offer audit support, documentation of the ERC claim and a summary of all calculations.

If you are contacted by the IRS directly or through a letter, the first thing we ask you to do is reach out to us so we can gameplan the best way to respond and begin our audit support for you.