

I'm Ron Cohen. I'm a  
tax partner with  
Greenstein, Rogoff,  
Olsen and Company. A  
bay area firm of  
Certified Public  
Accountants.

Today, I'm not looking for new clients. I'm very busy, thanks to the IRS and FTB.

I'm a CPA with 28 year experience. Our firm represents 2,500 clients including several billionaires.

The tax system is  
broken. Please, do  
everything you can to  
*REDUCE MY WORKLOAD.*  
~~put me out of work.~~ I  
live and thrive on  
complexity and  
controversy.

*CANCER DOCTOR - SO FIX THE  
DISEASE*

The tax system is intended to simply collect revenue to fund government operations.

Instead of a simple, efficient, elegant system, politics turn

taxation into a political  
theatre and a  
compliance nightmare  
where the simplest  
return can no longer be  
prepared without  
software.

The system only survives because 85% of taxpayers have a relatively simple return.

Our clients are all in the top 15% on income.

They are viewed as “fair game” by

legislators for endless games of “got ‘ya” with complex forms and rules. All under the threat of mounting penalties for error and omissions.

HERE IS THE BASIC  
PROBLEM:

1) NO ONE SHOULD BE  
ABLE TO PASS A TAX  
LAW UNLESS THEY  
HAVE BEEN ABLE TO  
COMPLETE THE  
REQUIRED FORMS  
WITH A PENCIL AND

A CALCULATOR AND  
GET THE RIGHT  
ANSWER ON THE  
FIRST OR SECOND  
TRY. IF THAT IS NOT  
POSSIBLE, IT IS A BAD  
LAW AND SHOULD  
NOT BE PASSED.

2) THE PEOPLE WHO  
PASS THE LAWS  
DON'T UNDERSTAND  
THEM. A 23 YEAR-  
OLD LEGAL CLERK  
WHO DRAFTS THE  
LEGISLATION IS  
OFTEN THE ONLY  
PERSON WHO

UNDERSTANDS WHAT  
HAS BEEN WRITTEN  
INTO THE LAW. THE  
LEGISLATORS TRY TO  
DEAL ONLY WITH  
“POLICY” and related  
sound bites.

3) TAX LAWS HAVE  
UNINTENDED  
CONSEQUENCES.  
THE ANTICIPATED  
REVENUE OF A LAW  
RARELY  
MATERIALIZES.

4) THE TAX  
PREPARATION  
COMMUNITY DOES  
THEIR BEST. SOME  
FAIL BADLY.

5) THE FRANCHISE TAX  
BOARD IS UNDER  
STAFFED AND UNDER  
SKILLED SO THEY

CAN'T AUDIT  
RETURNS  
EFFECTIVELY AND  
CAN'T IMPLEMENT  
NEW LAWS WRITTEN  
BY LEGISLATOR WHO  
DIDN'T UNDERSTAND  
WHAT THEY WERE  
PASSING.

6) TAXPAYERS DO  
CHEAT. HOW DO WE  
STOP THAT? MORE  
INCOME TAX LAWS IS  
NOT THE ANSWER.

THE NET RESULT IS A  
POLITICAL PATCH-

WORK. UNCERTAINTY  
PREVAILS!

1) WHAT DOES THE  
CURRENT LAW  
MEAN?

2) WHAT NEW  
CHANGES WILL GET  
PASSED  
TOMORROW?

3) WILL I GET  
AUDITED?

4) IF I GET AUDITED,  
WILL THE AUDITOR  
KNOW WHAT THEY  
ARE DOING AND  
COME TO  
REASONABLE  
CONCLUSIONS? OR

WILL THE RESULT BE  
COMPLETELY  
ARBITRARY?

5) CAN I FIND AN  
HONEST AND  
KNOWLEDGABLE TAX  
ADVISOR TO HELP AT  
A REASONABLE FEE?

WHY AM I IN THIS  
MORASS JUST  
BECAUSE I LIVE IN the  
US and CALIFORNIA  
AND HAVE AN  
OBLIGATION TO PAY  
TAXES? ISN'T THERE A  
BETTER WAY?

I CAN TELL YOU THAT I  
JUST CAME FROM A  
MEETING OF SILICON  
VALLEY TAX  
PROFESSIONALS. WE  
HAVE LARGELY  
THOUGHT various  
LEGAL MEANS TO  
COUNTER-ACT MOST

OF PRESIDENT  
OBAMA'S PROPOSALS  
to collect more taxes  
from INTERNATIONAL  
TAXPAYER....THIS IS  
BEFORE A BILL HAS  
EVEN BEEN  
INTRODUCED.

PLEASE STOP ME! BUT  
THAT'S MY JOB.

PLEASE CONSIDER A  
NON-REGRESSIVE  
CONSUMPTION TAX.

- Not a Value Added Tax
- NOT A BUSINESS NET RECEIPTS  
TAX

A NON-REGRESSIVE CONSUMPTION TAX  
WITH THE ELIMINATION OF INCOME TAX,  
TAX RETURNS, AUDITS, ENDLESS TAX  
PLANNING WITH GREATLY STIMULATE THE  
ECONOMY.

We must look to fresh thinking that is consistent with simple, pure economics. If that is a pure sales tax, preferably with a rebate in advance.

California can lead the way. Don't wait for the

Federal Government to  
act first. CONSIDER  
THE “FAIRTAX”  
PROPOSED AT  
FAIRTAX.ORG. Spend 5  
minutes understand  
the “PreBate”

There is NO good solution within the context of a tax on income...except for tax lawyers, CPAs and other tax practitioners.

THIS IS AN INDUSTRY  
CALIFORNIA DOES NOT  
WANT AND DOES NOT  
NEED.

THROW OUT THE  
INCOME TAX. PUT ME  
OUT OF WORK, PLEASE.