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## YOUR BUSINESS

# IRS agent offers tax services

By Jenna Rew  
THE CHRONICLE

For 31 years, Jose Ayala played with the big boys. He gathered evidence, interviewed witnesses, appeared in court and did the kind of thing you see on the movie screen.

As a special agent for the IRS criminal division, he dressed up like a gangster and wore a device to change his voice. He loaded himself down with gold jewelry and fake hair. He went undercover and seized millions of dollars in cash.

"I played different roles," Ayala said. "I was out there on the very front lines.

"I did a lot of fun stuff, but it was criminal stuff." But the work took

Ayala away from his family for long periods of time, and by law he would have to leave the position before his 57th birthday because the IRS deems the job too physically taxing for anyone above that age.

So in June of 2008, at the age of 56, Ayala retired from the IRS and obtained his enrolled agent license with the federal government - one of only 46,000 in the country - and began his job behind a desk.

Today, Ayala is the owner of his own tax service. His office is in his Oviedo home in the Live Oak Reserve community. Inside, plaques commending him for his service with the IRS cover the wall above his neatly organized desk, and he receives people with a warm-hearted smile.

His business provides companies with free classes during their monthly meetings to help teach them how to keep proper records for reporting to the government, and he works with individuals and new business owners to make sure that they are doing what needs to be done to ensure their success.

"When you go out to do your own business, you have a silent partner," Ayala said, "and you know who that partner is: Uncle Sam. He is standing right next to you in every transaction and he wants his fair share of the social security taxes and the income taxes."

Ayala says most people go into business because they are good at a particular trade, but they forget that now they have to do all the reporting to the government that their previous employers had done for them. Ayala helps them file returns, keep proper records and deal with the IRS.

As an enrolled agent, he is able to have his clients sign a power of attorney that allows him to represent them before the IRS. His rates for solving tax problems vary, but he said he is willing to help anyone that can be helped and, if necessary, set up payment plans to make sure they get what they need, regardless of the individual's ability to pay right now.

According to his Web site, [www.AyalaTax-Services.com](http://www.AyalaTax-Services.com), a professional business tax return costs \$175. Ayala said that to determine his prices, he looked at other major tax companies, such as Jackson Hewitt Inc. or H&R Block, and cut those prices at least in half. While his prices are openly displayed on his Web site, other companies require you to register to get a quote.

Often there are separate fees for things like e-filing, a service that is free with Ayala.

Ayala said all of his prices are at a flat rate and that he does not charge on percentages when it comes to how much money an individual or business may be getting back from a solved tax problem. "To me, that's ethically and morally wrong," he said.

Ayala said he believes that if a company gives a good product, they will get a good response. So far he has been right; Ayala's company operates almost entirely on referrals. "It's what I did as a shoe shine kid, and it's what I do today," he said. "I give people a good service."

Robert Imbs, owner of [Imbstravel.com](http://Imbstravel.com), used Ayala's services for his company after being unhappy with the work of another tax service. Now he recommends Ayala to everyone he knows. "He seems to really know what he's doing," Imbs said. "I'd drive 150 miles to have that kind of security."

Jean Scott, the top real estate agent for Keller Williams Advantage Realty, said Ayala does her taxes, and she and her husband refer people to him frequently.

"He is able to represent you or your business should you have a problem with the IRS," she said. "He is an expert in his field and I trust him."

For more information, contact Ayala by e-mail at [Ayalataxservices@aol.com](mailto:Ayalataxservices@aol.com), by phone at 407-977-2727 or visit his Web site at [www.AyalaTax-Services.com](http://www.AyalaTax-Services.com).



Photo courtesy Jose Ayala

**TAXING MISSION:** Jose Ayala, a retired IRS special agent, now runs a tax service out of his Oviedo home. Ayala is one of only 46,000 in the country to have an agent license, which allows him to help customers deal with the IRS better.