



## YOUR CLASSROOM IS THE REAL WORLD!

Our program differs from traditional on-line programs where you log into pre-recorded sessions, and you are left to learn the material on your own with no one available to answer your questions. We offer live virtual training each week within a small group setting consisting of 5-10 upstarts (students in the program) where I provide live instruction and interactive classroom activities that coincide with the weekly homework assignment and practice for your weekly externship hours along with one-on-one coaching sessions each month.

## ADMISSION PROCEDURE:

Our ideal candidate is a woman who desires to increase her earning potential and be her own boss. She must be available and willing to make the sacrifice to do the work, make full investment herself, stay the course, and finish.

To be admitted to the program you must do the following:

1. Visit our website at: [www.virtualtaxclinic.com](http://www.virtualtaxclinic.com) (Select the tab Upstart Tax Academy)
2. Complete and submit the online form
3. Schedule interview with Trenda Hackett, CPA from link sent to you via email
4. Complete interview with Trenda Hackett, CPA
5. Receive email of acceptance from Trenda Hackett, CPA
6. Make required payment (program cost will be discussed with you during the interview)
7. Be ready to get started Saturday, October 30, 2021 or thereafter



**“HELPING WOMEN START AND BUILD A  
PROFITABLE AND SUSTAINABLE TAX  
PREPARATION BUSINESS”**

**CONTACT US:**

✉ [info@virtualtaxclinic.com](mailto:info@virtualtaxclinic.com) 🌐 [www.virtualtaxclinic.com](http://www.virtualtaxclinic.com)

Upstart Tax Academy is a tax entrepreneurial training and mentorship program brought to you by the WebCPA Virtual Tax Clinic



**TRENDA HACKETT, CPA**

Welcome to Upstart Tax Academy, a tax entrepreneurial training and mentorship program by Trenda Hackett, CPA in conjunction with the WebCPA Virtual Tax Clinic.

I am so delighted you have a desire to be your own boss, obtain financial freedom, increase your earning potential, and create generational wealth by starting and running your own profitable tax preparation business. I am forever grateful to be afforded the opportunity to be your coach, your mentor, your teacher, your trusted advisor, your sponsor, your trainer, and your cheerleader to come alongside you and help you win!

With over 30 years of experience in the tax and accounting field, I offer a well-rounded and unique skillset and expertise as a Certified Public Accountant (CPA), former IRS agent, executive editor of tax in corporate America, former accounting professor, leadership coach, and entrepreneur that has brought much success and freedom in my life and many lessons learned along the way. It is my passion and heart's desire to help you do the same. As a former Revenue Agent with the IRS for over 15 years and significant experience representing clients before the IRS and preparing tax returns in my own company, the WebCPA Virtual Tax Clinic, I understand complex tax laws, know the ins and outs of dealing with the IRS, and have helped many individuals and businesses save money, alleviate stress, solve their IRS problems, and make sound decisions.

With my experience as a CPA and executive editor of tax, I am a recognized IRS practice and procedures expert, thought-leader, and author with the unique ability to dissect complex tax laws and procedures and translate them into easy-to-understand guidance for other CPAs to assist their clients with tax matters, individuals, and businesses. I have written articles that have been featured in several accounting magazine outlets (Accounting Today, Accounting Web, CPA Advisor) and I am a sought-after tax expert that have been quoted in articles written by CNBC and CNN news reporters. I am a frequent speaker at tax and accounting conferences and the creator and author of the YouTube Channel, Tax Playbook, where I provide tips and strategies for individuals and businesses to win in taxes. John Maxwell says, "A leader is one who knows the way, goes the way, and shows the way." As an empowerment specialist, lifelong learner, teacher, and leader who is a Certified John Maxwell speaker, trainer, and coach it is my life mission and purpose to help you win! Through Upstart Tax Academy, I give you my roadmap and come alongside you leading, guiding, and directing you to execute every step of the way to help you start and run a successful and profitable tax business.

With my REAL-WORLD APPROACH TO STARTING YOUR OWN TAX BUSINESS, you will be engaged, equipped, and empowered in a learning environment which will lead you to gain the knowledge and obtain the freedom, security, control, and power you desire when it comes your time and your money.

You are embarking upon a REAL-WORLD journey to complete the program in 7-9 months. This program comprises 200 hours of learning and hands-on experiences from start to finish over a 32-week period. The learning consists of a combination of live virtual classroom learning and weekly externship hours where you will be putting the classroom learning into practice by preparing tax returns involving real world issues and do-it-yourself activities to help you start your tax business.

I look forward to taking you step-by-step from start to finish in establishing, building, and running your own successful and profitable tax preparation business and helping you accomplish some amazing things!!



## PROGRAM VISION:

The vision of Upstart Tax Academy is to help women increase their earning potential and be their own boss.

## PROGRAM MISSION:

The mission of Upstart Tax Academy is to educate, equip, empower, and engage women to start, build, grow, and operate their very own profitable and sustainable tax business with integrity. We help our upstarts BUILD - Break down barriers, Unleash and unlock potential, Increase impact and influence, Lead others to win, and Dare to be great through a non-traditional and unique hands-on interactive tax entrepreneurial and mentorship program.

## PROGRAM BENEFITS/OBJECTIVES:

Upon completion of Upstart Tax Academy, you will:

- Increase your earning potential and be your own boss
- Have access to your mentor/coach as you start and grow your tax preparation business
- Know and understand basic tax laws for individuals and businesses
- Apply tax laws in preparing individual and business tax returns manually and electronically
- Legally establish your business (sole proprietorship, partnership, corporation, LLC) in the state your business is headquartered
- Obtain your federal EIN (Employer Identification Number),
- PTIN (Preparer Tax Identification Number), and EFIN (Electronic Filing Identification Number) to start your tax preparation business
- Develop your vision and mission statement for your business
- Design and publish your business website
- Develop and implement a marketing strategy for your newly formed tax preparation business
- Be in position and ready to start your tax preparation business and increase your income right away!

