

NAEA

NATIONAL ASSOCIATION
OF ENROLLED AGENTS

POWERING AMERICA'S TAX EXPERTS

Is an EA Course Right for Your School?



www.naea.org

What is an enrolled agent?

- Enrolled agents (EAs) are America's tax experts.
- EAs are the only federally-licensed tax practitioners who both specialize in taxation and have unlimited right to represent taxpayers before the Internal Revenue Service.



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The enrolled agent difference

- Unlike CPAs and attorneys, all enrolled agents specialize in taxation.
- CPAs and attorneys are licensed by states, but EAs are federally licensed.
- EAs are generally unrestricted as to which taxpayers they can represent and which IRS offices before which they may practice.
- EAs are held to a strict Code of Ethics.
- EAs are required to complete 72 hours of continuing education over three years.



How to become an enrolled agent

- Pass a comprehensive, three-part exam covering:
 - individual tax returns
 - business tax returns
 - representation, practice, and procedure

OR

- Relevant experience as an IRS employee for at least five years.



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Market for enrolled agents

- Two things in life are certain: **Death** and **Taxes!**
- The Tax Code is changing constantly. EAs are competent, knowledgeable tax professionals.
- EAs are needed at:
 - Small and large public accounting firms
 - Corporate accounting departments
 - State Departments of Revenue
 - Law firms
 - Investment firms
 - Banks
 - Private practice

*Recession-proof
Year-round
Competitive salary*



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Offer an enrolled agent training program

- Open to non-college enrollees, worker-retraining programs, and those seeking a second career
- Once associated with the program, student may wish to pursue a 2- or 4-year degree.
- NAEA partnership with Gleim:
 - provide course materials and instructors
 - course offerings are flexible to meet needs



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Internship opportunities

- Connect student with local EAs
 - networking opportunities/references
 - real-world experience
 - face-to-face interaction
 - possibility to solidify a job before graduation



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Thank you.

We look forward to
working with you.



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