

## Maximize Your Clients' IC-DISC Commissions with TxT Analysis

McGuire Sponsel's IC-DISC practice has met with great success in collaborating with our alliance firms to bring additional value to their clients.

While many CPAs help their clients calculate IC-DISC commissions, McGuire Sponsel's approach focuses on bringing additional value by maximizing a client's IC-DISC commission with our transaction-by-transaction (TxT) methodology. Working closely with our partner firms, we have been very successful in establishing new IC-DISCs and transitioning existing IC-DISCs from safe harbor calculations to TxT commission calculations. In many cases, the TxT methodology can double the annual IC-DISC commissions for a taxpayer.

While our practice is designed to be a complete, turn-key solution (commission calculation through tax return preparation) for firms that do not handle DISCs, we also function as a back office to our CPA alliance firms who are already assisting their clients with IC-DISCs. We can gather the documentation, maximize the commission with the TxT methodology, and prepare all Schedules Ps, while the CPA firm prepares the tax return. Many firms have partnered with McGuire Sponsel to bring additional value to their clients and achieve better project realization. This methodology may involve more project time; however, the increased benefits greatly outweigh any additional engagement fees.

McGuire Sponsel evaluates all commission alternatives on an annual basis, including performing a detailed transaction-by-transaction analysis. To discuss how McGuire Sponsel can work with your firm to maximize IC-DISC commissions for your clients, please contact us today.

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– TJ Sponsel  
Managing Director  
McGuire Sponsel

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