

1 **Simon Barth**, MA Bar No. 706122, DC Bar No. 90035761
2 **James E. Evans**, VA Bar No. 83866
3 **Federal Trade Commission**
4 600 Pennsylvania Ave., NW, Mailstop CC-6316/1144
5 Washington, DC 20580
6 (202) 326-3317 / sbarth@ftc.gov
7 (202) 326-2026 / james.evans@ftc.gov

8 **Attorneys for Plaintiff**
9 **Federal Trade Commission**

10 **Aaron D. Ford**, Attorney General
11 **Ernest D. Figueroa**, Consumer Advocate

12 **Ziwei Zheng**, NV Bar No. 16351
13 **Samantha B. Feeley**, NV Bar No. 14034
14 **State of Nevada, Office of the Attorney General**
15 Bureau of Consumer Protection
16 8945 W. Russell Road, Suite 204
17 Las Vegas, NV 89148
18 (702) 486-6021 / zzheng@ag.nv.gov
19 (702) 486-3789 / sfeeley@ag.nv.gov

20 **Attorneys for Plaintiff**
21 **State of Nevada**

22 **UNITED STATES DISTRICT COURT**
23 **DISTRICT OF NEVADA**

24 **Federal Trade Commission**, and
25 **State of Nevada**,
26 Plaintiffs,
27 v.
28 **American Tax Service LLC**, et al.,
Defendants.

No. 2:25-cv-1894-GMN-EJY
Exhibits in Support of
Plaintiffs' Motion for Default Judgment

INDEX OF EXHIBITS

GX No.	Exhibit Description	Page Range (FTC-ATS-____)	
		Begin	End
Exhibits Filed with Pls.' Mot. For Default Judgment			
652	Declaration of Bobak Forouzan	3482	3487
653	(Sixth) Declaration of Reeve Tyndall, FTC Senior Investigator	3488	3489
654	Keith Hamilton Wire Email	3490	3491
655	Elizabeth Sheldon Email	3492	3493
656	High Dollar Clients Email	3494	3499
657	Upsells Found by Terry Selb Email	3500	3502
658	Case Referral Email	3503	
659	Elite Sales Solutions Employee Directory	3504	3509
660	Emails re: Contracted Telemarketers in 2022	3510	3512
661	Heath Ilescu Termination Paperwork	3513	3518
662	2025 Commission Report	3519	3520
663	March 2024 Text Conversation - Selb and Bennett	3521	3522
664	March 2024 Text Conversation - Selb and Hanna	3523	3525
665	January 2025 Group Text Conversation	3526	3528
666	Winston Parker Email re: High Dollar Clients	3529	3531
667	June 2024 Text Conversation - Selb and Hanna	3532	3544
668	September 2024 Text Conversation - Selb, Bennett, and Paragh	3545	3553
669	June 2025 Text Conversation - Selb, Bennett, and Paragh	3554	3560

GX 652

**Declaration of Bobak
Forouzan**

FTC-ATS-3482 to -3487



DECLARATION OF BOBAK FOROUZAN
Pursuant to 28 U.S.C. § 1746

1
2
3 I, Bobak Forouzan, have personal knowledge of the facts and matters set forth below. If
4 called as a witness, I could and would testify as follows:

5 1. My name is Bobak Forouzan. I am over 21 years old and live in Encino,
6 California.

7 2. I have a bachelor's degree in marketing and have my CTEC license to prepare tax
8 returns in California.

9 3. Before working for ATS, I bounced around between a few different jobs. I
10 worked in the billing department for a law firm and got some tax experience.

11 4. I started working for ATS in July 2019 after I saw an ad for the job on Craigslist.
12 I worked in the onboarding department and was hired to do compliance checks, meaning I
13 would call the IRS and take notes on customers' balances. Then I would present the information
14 to the owners so they could pitch resolutions to clients. I didn't really have any direct client
15 contact.

16 5. We had a CRM called Logics. I would post the IRS notes there, including
17 balances, missing returns, and stage of collection. Everyone in the firm had access to Logics.
18 Once the onboarding department put client information into Logics, upsellers would call the
19 client and say: "here's the results of the IRS call."

20 6. I worked at ATS from 2019 to February 2023. At that point, I was getting
21 married and moving to New York. I had an agreement with the company that I could work
22 remotely from New York, but a month before my wedding the owners fired me. Ultimately, I
23 moved back from New York, and they hired me back a few months later in May or June 2023.
24 After that, I worked at ATS until October 2025 when it was shut down.

25 7. I worked in ATS's Los Angeles office or sometimes remotely. Kendall Tate,
26 William Andrews, and Hunter Evans were the LA sales managers. Everyone else reported to
27 them and Terry. After ATS moved operations from LA to Las Vegas for tax purposes, LA
28

1 became a satellite office for salespeople who didn't want to move, and Terry would come in
2 occasionally.

3 8. Initially, I think they were a very honest firm, but over time, after the pandemic
4 when inflation got out of control, they were telling the clients whatever they needed to in order
5 to make a sale. When the firm was a startup, there was less pressure. As it grew and had a bigger
6 marketing budget, there was intense pressure to put up more money. And the salesmen were
7 obliged to do just that.

8 9. The owners, usually Tyler, would go around encouraging the sales team, saying
9 "we need money, make sales now." At that point, upsellers would go into existing clients' files
10 and say "this one looks good," and sell them for an additional, for example, \$10,000, and then
11 not deliver. Depending on urgency, they would make up claims like: "The IRS going to
12 repossess your house or throw you in jail."

13 10. Part of the problem was that within the firm of 100 plus people there were only
14 6 case managers for thousands of clients. I don't know if this was due to malintent.

15 11. I noticed that client fees varied on two factors: how much money the client had
16 and how much they owed to the IRS. ATS would charge based on what they had. It wasn't
17 uncommon to see \$3,000 retainers. It wasn't uncommon to see \$25,000 retainers. In practicality,
18 the fees had no relationship to work done.

19 12. If you go back and look at the company's reviews, specifically employee reviews
20 of ATS going back a few years, you'll see that, overall, it's very hot or cold. People had nice and
21 horrible things to say, but a theme was that it was a scam. It was known amongst the staff that
22 the place was not fulfilling its promises.

23 13. I sat near Winston Parker, who did retention. I overheard conversations between
24 Winston and complaining customers. They would say, "I thought you would do this and this,
25 what happened?"

26 14. One of the ATS salesmen was Keith Hamilton, who is a criminal. If a client
27 owed \$60,000 or \$100,000, he would call the client and say: "I have the IRS on the phone right
28 now. They're willing to cut you a deal. Pay us the \$30,000 retainer. We're going to pass it on to

1 the IRS.” But the IRS was not on the phone, the retainer would go to firm, and the client would
2 think it was all settled. Tyler and Terry were privy to this, and I spoke to them about it. I
3 expressed concerns about stealing from clients. I eventually told Terry: “Your firm is basically a
4 house of cards.” But he disregarded this.

5 15. At one point they fired Keith Hamilton for shady selling, but they brought him
6 back—I think because they needed money and they needed an aggressive salesman. Keith
7 Hamilton was working at ATS when the company was shut down.

8 16. Another ATS salesman was Paul Franklin. He would say things to clients like “the
9 IRS is going to show up with a gun.”

10 17. All the salesmen used high pressure tactics. They would pitch clients on settling
11 for pennies without knowing if they qualified for settlements.

12 18. In a nutshell, if I could summarize the firm, maybe 60% of ATS’s business was
13 legit, and the rest was when they needed money—squeezing as much money as they could. They
14 would keep hitting clients again and again, which is not a sustainable business model. I’m pretty
15 sure there were clients that paid over a million dollars, and of course that’s illegitimate. The
16 salesmen would just come up with new excuses to get clients to pay them every year.

17
18
19
20
21
22
23
24
25
26
27
28

I declare under penalty of perjury that the foregoing is true and correct.

Executed on: **March 12**, 2026
Encino, California

9c4ff9bb-
aafa-40d5-872d-6b48cd47
f3fc Digitally signed by 9c4ff9bb-
aafa-40d5-872d-6b48cd47f3fc
Date: 2026.03.13 16:47:53 -07'00'

Bobak Forouzan






Declaration of Bobak Forouzan (1)

Final Audit Report

2026-03-13

Created:	2026-03-12
By:	Simon Barth (sbarth@ftc.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAACZHSuFH0o2_G3kuxpGGAAz-AGEijvLkP

"Declaration of Bobak Forouzan (1)" History

-  Document created by Simon Barth (sbarth@ftc.gov)
2026-03-12 - 8:01:53 PM GMT
-  Document emailed to bobbyforouzan@gmail.com for signature
2026-03-12 - 8:02:19 PM GMT
-  Email viewed by bobbyforouzan@gmail.com
2026-03-12 - 8:19:46 PM GMT
-  Document digitally signed by 9c4ff9bb-aafa-40d5-872d-6b48cd47f3fc
2026-03-13 - 11:47:53 PM GMT
-  Agreement completed.
2026-03-13 - 11:47:53 PM GMT

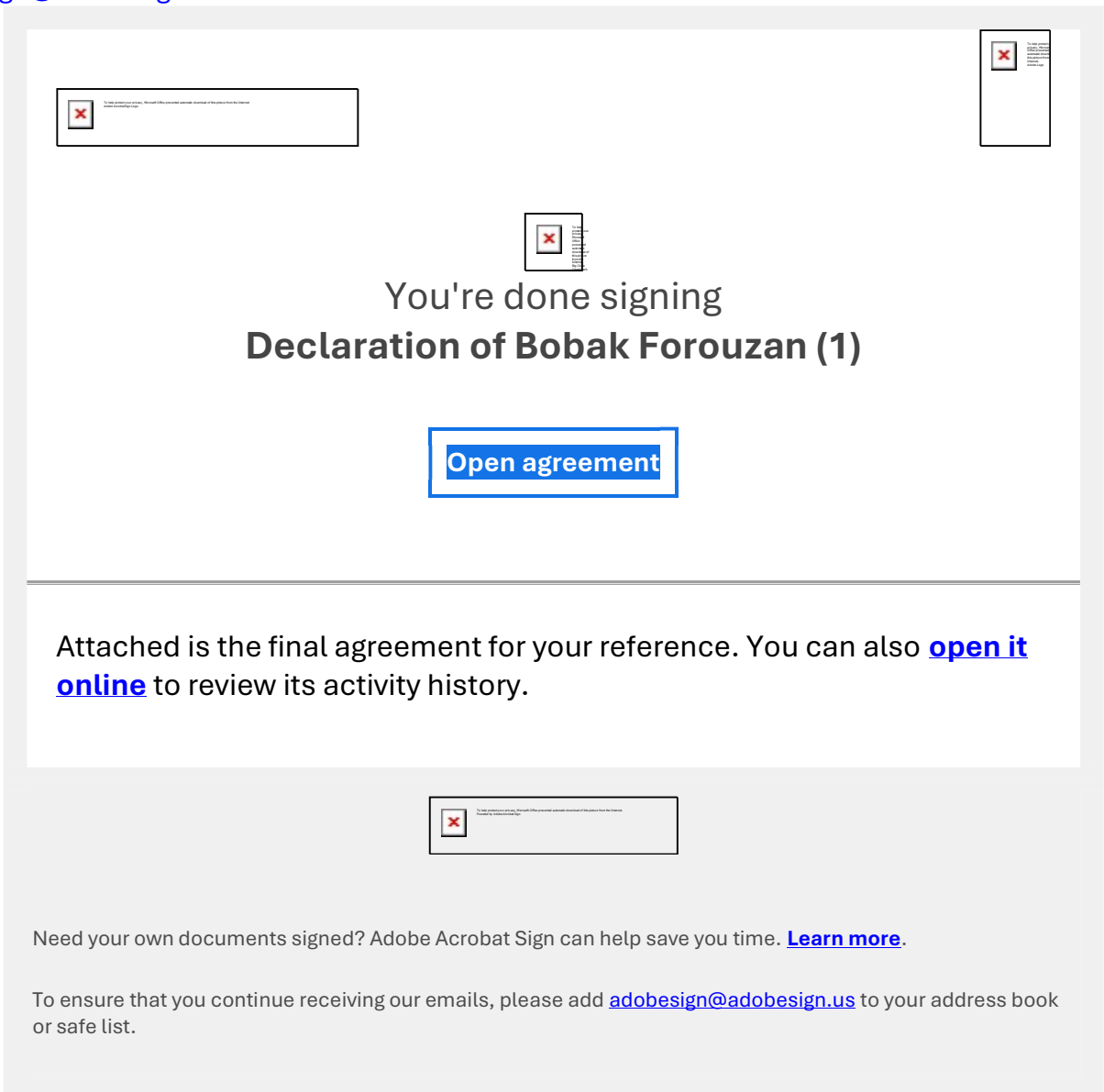
Barth, Simon K.

From: Bobak Forouzan <bobbyforouzan@gmail.com>
Sent: Friday, March 13, 2026 7:49 PM
To: Barth, Simon K.
Subject: Re: You signed: "Declaration of Bobak Forouzan (1)"

OK, signed via DocuSign. Thanks for your patience. And I really hope for everyone's sake that the litigation can come to a successful conclusion very soon.

Take care,
Bobby

On Fri, Mar 13, 2026 at 4:46 PM US FEDERAL TRADE COMMISSION FTC via Adobe Acrobat Sign <adobesign@adobesign.us> wrote:



The screenshot shows an email interface with a light gray background. At the top, there are three small error icons (red 'X' in a square) with text boxes next to them. The main content is centered and reads: "You're done signing Declaration of Bobak Forouzan (1)". Below this is a blue button with the text "Open agreement". A horizontal line separates this from the text below: "Attached is the final agreement for your reference. You can also [open it online](#) to review its activity history." At the bottom, there is another error icon and text: "Need your own documents signed? Adobe Acrobat Sign can help save you time. [Learn more.](#)" and "To ensure that you continue receiving our emails, please add adobesign@adobesign.us to your address book or safe list."

© 2026 Adobe. All rights reserved.

GX 653

(Sixth) Declaration of Reeve Tyndall, FTC Investigator

FTC-ATS-3488 to -3489



SIXTH DECLARATION OF REEVE TYNDALL

PURSUANT TO 28 U.S.C. § 1746

I, Reeve Tyndall, declare as follows:

1. Unless otherwise stated, I have personal knowledge of the facts in this declaration, and if called as a witness, I could and would testify to the facts stated herein.

2. I am a United States citizen. I work as a Senior Investigator for the Federal Trade Commission (“FTC”) in the Bureau of Consumer Protection’s Division of Marketing Practices. The Division of Marketing Practices investigates persons and entities that may be violating the FTC Act and other laws enforced by the FTC.

SELB’S AND BENNETT’S PHONES

3. As described in my Fourth Declaration, on or around October 20, 2025, an FTC Technical Computer Forensic Examiner travelled to Las Vegas and captured virtual copies of Terrance Selb’s and Tyler Bennett’s iPhones. GX 663 (FTC-ATS-3521 to 22), GX 664 (3523–25), GX 665 (3526–28), GX 667 (3532–44), GX 668 (3545–53), and GX 669 (3554–60) are selections of text messages found on Selb’s iPhones.

IMMEDIATE ACCESS

4. As described in my Second Declaration, I participated in an Immediate Access of the Defendants’ business premises located at 1200 Convention Center Drive, Las Vegas, NV 89109 on October 10, 2025. GX 594 ¶ 15-21 (3111-3116).

5. During the Immediate Access, FTC staff took photographs, scanned paper documents, and captured electronic files stored locally on employee computers and in Defendants’ Google cloud storage. GX 654 (3490–91), GX 655 (3492–93), GX 656 (3494–99), GX 657 (3500–02), GX 658 (3503), GX 659 (3504–09), GX 660 (3510–12), GX 661 (3513–18), GX 662 (3519–20), and GX 666 (3529–31) are electronic documents found in Defendants’ Google cloud storage.

(remainder of page blank)

GX 654

**Keith Hamilton Wire
Email**

FTC-ATS-3490 to -3491

From: Terry Selb <TSelb@atsco.tax>
Sent: Thursday, January 5, 2023 10:24 PM
To: Keith Hamilton <keithhamilton@atsco.tax>
Subject: Fwd:
Attach: Wire 01052023.pdf



----- Forwarded message -----

From: Geoff Plourde <gplourde@atsco.tax>
Date: Thu, Jan 5, 2023 at 2:22 PM
Subject:
To: Terry Selb <TSelb@atsco.tax>

--
Geoff Plourde, Esq.*, EA, CPA**, NTPI Fellow®
American Tax Solutions

Direct: (323)306-7032
Cell: (213) 807-6612
Fax: (213) 289-5315

** Admitted to practice in AZ, CA, MA, NY, WY, and the US Tax Court*
***CA License #127346*

--
Terry Selb
American Tax Solutions
323-329-5287

Account activity

SHOWING Search Search >

We found 1 transactions. Edit | Print filter

Filtered by: Jan 5, 2023 to Jan 5, 2023 Incoming wire transfers

Date	Description	Type	Amount
Pending ⓘ	GFP FEDWIRE CREDIT VIA: ALLOYA CORPORATE FEDERAL CREDIT UN, [REDACTED] B/O: [REDACTED] REF: CHASE NYC/CTR/BNF=AMERICAN TAX SOLUTIONS LLC LOS ANGELES CA 90017-2535 US/AC: [REDACTED] RFB=O/B ALLOYA CORP OBI=ATTN KEITH HAMILTON FOR FU NDS TO BE PAID TO IRS TRN: [REDACTED]	Incoming wire transfer	\$132,774.00

GX 655

**Elizabeth Sheldon
Email**

FTC-ATS-3492 to -3493

Fwd: Blamey Account

From: Winston Parker <wiparker@atstaxgroup.com>
To: Terry Selb <tselb@atsco.tax>, Terry Selb <tselb@americantaxservice.com>, Terry Selb <tselb@gatl.com>
Date: Fri, 03 Nov 2023 18:53:20 +0000
Attachments: [REDACTED] 0.pdf (320.01 kB); [REDACTED] 2.pdf (152.58 kB); [REDACTED] Agreement [REDACTED] 1.pdf (224.64 kB)



----- Forwarded message -----

From: **Winston Parker** <wiparker@atstaxgroup.com>
Date: Fri, Nov 3, 2023 at 11:52 AM
Subject: Fwd: Blamey Account
To: Valery Islas <vislas@atstaxgroup.com>, Tyler Bennett <Tbennett@atstaxgroup.com>, Terry Selb <tselb@americantaxservice.com>, Greg Paragh <Gparagh@atstaxgroup.com>, Geoff Plourde <gplourde@atstaxgroup.com>

this is a keith case

----- Forwarded message -----

From: **Elizabeth Sheldon** <esheldon@atstaxgroup.com>
Date: Fri, Nov 3, 2023 at 11:43 AM
Subject: Fwd: [REDACTED] Account
To: Winston Parker <wiparker@atstaxgroup.com>

I'm coming over to talk to you about this, fyi

----- Forwarded message -----

From: **Darren Delano** <ddelano@atstaxgroup.com>
Date: Fri, Nov 3, 2023 at 11:35 AM
Subject: [REDACTED] Account
To: [REDACTED], Legal Team <legal@atstaxgroup.com>

[REDACTED], I am going through the details of your account, to figure out where you are in the process, and figure out what I need to do to facilitate the next step in this process for you. I have attached the only 3 orders that I can find for you in the system.

The "additional services" are exactly that, services that we provide. I have spoken to other parties about your case. And while we can provide all the services that you contracted with us. We do not typically provide services that are not in that order form that the client signs.

While I have only been here for a few months, I do not believe that we ever collected taxes from the taxpayer, to give to the tax authority. At least I have not seen or heard of that while I have been here. If you have some additional information that I am not aware of please let me know, and I will attempt to go and verify it, so I can present that to the Partners.

If you have something I need to see or hear, please get it to me as soon as possible. I will do everything that I can do for you!

--

Elizabeth Sheldon

FTC-ATS-3492

CONFIDENTIAL

323 237 9511 | Atstaxgroup.com
Senior Attorney, ATS-TAX GROUP
bsnelton@atstaxgroup.com

This electronic transmission contains information belonging to American Tax Solutions, Inc. which is confidential or legally privileged. If you are not the intended recipient, please immediately advise the sender by reply e-mail or telephone that this message has been inadvertently transmitted to you and delete this e-mail from your system. If you have received this transmission in error, you are hereby notified that any disclosure, copying, distribution or the taking of any action in reliance on the contents of the information is strictly prohibited.

811 Wilshire Blvd Los Angeles, CA 90017

GX 656

**High Dollar Clients
Email**

FTC-ATS-3494 to -3499

High Dollar Clients

GOVERNMENT
EXHIBIT

656

From: Darren Delano <ddelano@americantaxservice.com>
To: Michael Bishop <mbishop@americantaxservice.com>
Date: Tue, 02 Jan 2024 19:05:56 +0000

[REDACTED] 79525 (LA)

H\$ Client - The client has paid \$208k. He has been sent a Final Notice of Intent to levy, seize or garish. (I have uploaded that doc into docs in his account) He has been told that he did not pay the IRS but paid attorney fees, not by me. He goes back and forth over being ok and understanding that is his situation. His fear right now is Levy, Lein, garnishment.

Wants Now: To make that "Final Notice go away". He actually seems to be resolved to losing the money ,but his wife isn't, and then she re-catalyzes his resolve.

Current Temp: 4*

Long Term: 4* (wife)

[REDACTED] 69891(LA) (Esquire)

H\$ Client- This client has paid 162k. He has been sent a Final Notice of Intent to levy, seize or garish. (I have uploaded that doc into docs in his account) His pain point is his passport, and the aforementioned.

Wants Now: To make that "Final Notice go away". Passport. An explanation as to where those IRS "payments went".

Current Temp: 4*

Long Term: 5* (wife) he is not going to walk away from us without some money going the other way. Just how much and when is the question.

His company payroll told him that beginning the first pay period in January they will be garnishing his pay and levying his accounts. They took 77k the day he got this form , which was uploaded.

[REDACTED] 19353 (LA)

H\$ Client - This Client paid 118k. His pain point is his passport. Plus he has logged online and seen his balances.

Wants Now: passport.

Current Temp: 5*

Long Term: 4* he may get divorced over this. But long term probably ok. He currently calls 3 times a day to me and customer service.

His CPA logged into the IRS site, and the client owes money that he thought he had paid.

71123 (LA) [REDACTED] -

H\$ Client - This client has paid about 272k. He has been notified that he is going to have his wages garnished and property taken. I have uploaded the multiple pages of the notices from the D.O.T. NC and IRS.

He is afraid of garnishment for his business and personal in January 2024. He is very happy just to be speaking with someone. He is also that email that I sent to you where he lays out his whole case.

Wants Now: Freeze garnishment, levy. Passport currently revoked.. Under the impression that he paid the IRS through us.

FTC-ATS-2494

From: [REDACTED] >
Date: December 5, 2023 at 11:16:21 AM EST
To: Darren Delano ATS GATL Tax Co <ddelan@atstaxgroup.com>
Cc: Nia Ghayadi at GATL <pghayadi@atsco.tax>, James Sharmat <jsharmat@atstaxgroup.com>, Wesley Parker <wesleyp@atstaxgroup.com>, Paul Conrad <paulc@atstaxgroup.com>, "Getataxlawyer. Paul Conrad Ty Bennett" <pconrad@atsco.tax>
Subject: [REDACTED] case introduction

Download full resolution images
Available until Jan 4, 2024
Good morning Darron,

I appreciate your reaching out to me back on November 8th and am sorry I missed that call and that we have not been able to reconnect. I look forward to speaking with you at your earliest convenience to bring you up to speed on my case. Feel free to try my cell again [REDACTED]. As James Sharmant inferred yesterday, my receipt of another Notice of Federal Tax Lien Filing certified letter is hopefully perfunctory but also means we have been given a partial payment option? I also welcome your thoughts on the best use of the ~\$228K we have sent to ATS over the past 12 months (i.e. to pay off quarterlies for compliance or for this payment plan). With the time sensitive nature of things, I will make myself available all day today. Thank you again.

[REDACTED]

=====

GATL chronology

Tyler Bennett:
1055 W. 7th St. #1600
Los Angeles, CA; 90017

James Sharmat; lead attorney
jsharmat@atstaxgroup.com

=====

Brief Summary:

3//22: Contacted GATL and signed up for initial eval requiring \$5K deposit/payment.

3/23/22: Entered a #30,000 turn key 5 year contract (supposed to cover all costs from this point further)

Completed form 433-A with thorough documentation (~4/22)

12/22: Urgently contacted by GATL/Keith Hamilton saying we need to strike a deal with the IRS immediately. I updated and submitted all financial documents.

I was told the IRS agree to settle for \$372,774.00 but I would need to pay that amount immediately. I said I didn't think I could pay all at once so they said I could pay half the amount (\$186,387.00) and set up a payment plan for

FTC-ATS-3495

I have made 4 such payments (1/23, 2/23, 3/23 and 5/23) all together totally \$227,806.32, theoretically leaving a total amount owed to the IRS of \$144,967.68.

4/23: I was contacted by Nia Ghayadi/Wesley Parker to say there was no payment in April as they were going to petition the IRS for a lower monthly payment (?). Sounded good to me but in late May, I had an unannounced \$10K withdrawal and then in late June noted my Wells Fargo and Truist bank accounts had been levied, unbeknownst to GATL.. I began receiving nasty notices from the IRS and forward then to GATL who was able to get the levy released but began telling me I needed to submit all my financials again as we need to come up with a deal with the IRS.

I was confused because that is what I thought that's what we had done in 12/22.

We are currently negotiation with a Charlotte IRS RO Taylor and have I believe until 8/7 to finalize a settlement. Her employee ID is 100860503 Her fax number is 855-461-8766

I received a notice of collection from NC DOR about this same time and GATL said I need to pay ~\$22K to them for them to help with this.

I did, under duress, before realizing that was half of what was owed and have requested to have that money returned (hopefully 7/17).

This is when I realized the sham/shakedown as they said the ~\$250K I had already paid HAD NOT GONE TO THE IRS AND WAS THEIR CHARGES FOR SERVICES!

[Click to Download](#)

NC DOR Notice of Collections 7.23.pdf
3.3 MB

12/22: IRS
\$372,774.00. Deal struck with the IRS
-227,806.32. amount paid from 12/8/22-5/31/23. (\$186,387.00 on 12/8/22 and four payments of \$10,354.83)
144,967.68. thus, the presumed remainder to be paid to IRS for deal struck 12/22

from keith hamilton

The fee for these additional services is \$372,774.00.

CHASE BANK
GETATAXLAWYER.COM LLC
25910 Acero Ste 140
Mission Viejo, CA 92691
ROUTING NUMBER: [REDACTED]
ACCOUNT NUMBER: [REDACTED]

05/31/23	AMERICAN TAX SOL 8006041832 [REDACTED]		\$10,354.83
03/23/23	AMERICAN TAX SOL 8006041832 [REDACTED]		\$10,354.83
			TC-ATS-3496

02/10/23

	AMERICAN TAX SOL 8006041832		\$10,354.83
01/10/23	AMERICAN TAX SOL 8006041832		\$10,354.83

12/08/22	WT FED#0 JPMORGAN CHASE BAN /FTR/BNF=GETATAXLAWYER.COM LLC SRF# RFB#		\$186,387.00
----------	--	--	--------------

3/23 payment was drafted 2 weeks late then 4/23 payment was skipped, citing, "we were going to renegotiate for a lower monthly payment".
5/31/23 unannounced monthly payment was withdrawn

Wells Fargo account froze due to an unannounced order of levy;

06/27/23 LEGAL ORDER DEBIT - CONTACT IRS (704) 548-4401 - Case# [REDACTED] \$16,355.42

GATL was contacted and had me provide the contact information the legal departments of Wells then Truist. Levies were released days later;

During this process, I was told I should file for chapter 13 in order to "buy time". Instruction were sent but then lawyer said we would try to bargain for a partial payment installment agreement (the thing I thought we had already set up).

Updated financial documents submitted urgently, again.

7/5/23: During this time, I receive notice of collection from NC DOR which GATL told me I needed to send them additional funds for handling this.

They requested an additional \$22,205 for the NC piece which led to the following payments/transfer (which thankfully are to be returned as I said the whole bill was ~\$40K so it made no sense to pay them \$22K to help with.

This is to be paid by me in the coming weeks. The following are the two payments that are to be returned to me 7/17ish

07/11/23	ATS TAX GROUP 8006041832		\$5,551.00
06/27/23	ATS TAX GROUP 8006041832		\$11,102.50

03/22/22	AMERICAN TAX SOL 8006041832	FTC-ATS-3497	\$5,000.00
----------	-----------------------------	--------------	------------

3/23/22
\$5K deposit followed by \$35K for 5 year contract (\$5K + \$30K) paid in USDT

5/22: request for an additional 9500 2 x 4,750; paid in USDT

12/22: IRS
\$372,774.00. Deal struck with the IRS
-227,806.32. amount paid from 12/8/22-5/31/23. (\$186,387.00 on 12/8/22 and four payments of \$10,354.83)
144,967.68. thus, the presumed remainder to be paid to IRS for deal struck 12/22

NC DOR: '21
\$40,834.52
\$16,653.50? (Recent payments to GATL) Latest contract for the NC issues?
\$24,181.02
We didn't understand this NC part and would prefer to try and pay off now

=====

12/13/21: IRS final balance reminder
Final Balance Due Reminder - Notice of Intent to Seize (Levy) Your
Property or Rights to Property
TO: [REDACTED]
As of December 13, 2021, we have not received your overdue tax after sending several notices of you. You must pay your balance immediately or we may levy (seize) your property. If you do not make your payment now, we will consider your noncompliance an active choice and you could face a levy.

[Click to Download](#)
IRS notice CP504 12:13:21.pdf
3.9 MB

=====

2/28/22: IRS notice of certification of delinquent fed tax
Notice of certification of your seriously delinquent federal tax debt to the State Department Amount due: \$233,037.08
On December 4, 2015, as part of the Fixing America's Surface Transportation (FAST) Act,

[Click to Download](#)
IRS notice CP508C 2.26.22.pdf
2.9 MB

=====

3/21/22

POA

[Click to Download](#)
Tax Case #71123_POA 3.21.22encrypted_.pdf
419 KB

[Click to Download](#)
Tax Case #71123 POA 3.21.22 [REDACTED] - Spouse_encrypted_.pdf
421 KB

3/23/22. Signed contract; \$30,000.00. paid

[Click to Download](#)

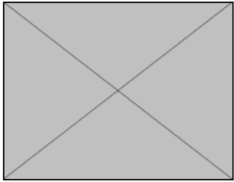
taxrelief.signed contract3.23.22 [REDACTED].pdf
204 KB

=====
3/23/22: Collection appeals request

Form 9423, Collection Appeal Request

[Click to Download](#)

taxrelief [REDACTED] [REDACTED] 9423collection appeals request_encrypted_.pdf
82 KB



Darren Delano
Compliance, American Tax Service (ATS)

1(800)518-7691 (725)220-6993

americantaxservice.com

ddelano@americantaxservice.com

101 Convention Center Drive STE 1200 Las Vegas NV 89109

IMPORTANT: The contents of this email and any attachments are confidential. They are intended for the named recipient(s) only. If you have received this email by mistake, please notify the sender immediately and do not disclose the contents to anyone or make copies thereof.

GX 657

**Upsells Found by Terry
Selb Email**

FTC-ATS-3500 to -3502

Re: UPSELLS FOUND BY TERRY SELBGOVERNMENT
EXHIBIT**657**

From: Terry Selb <tself@atstaxgroup.com>
To: Chris Bell <cbell@atstaxgroup.com>
Bcc: tbennett@atsco.tax
Date: Sat, 13 May 2023 06:16:31 +0000

My immediate response is that we fired Kieth because he was engaged in fraud.

However, Keith was excellent at finding the money.....which in my opinion is something that you were an expert at and TAUGHT ME the importance of that.

There is a growing consensus that a secondary bank failure is on its way by the end of the year due to commercial real estate crashing and the banks are again going to be forced to write down assets. Secondly, the fed has raised rates TEN TIMES in the past 18 months and EVERYONE (especially Jamie Diamond from Chase) still says that there is a hurricane coming.

Loans are going to get tougher and tougher and so you simply have do a re-set on finding the money because loans are going to get very thought by December. I am hearing rumors that UCFS (Berkshire money) is going to get out by the end of the year. We have done millions of dollars of loans and those days are going to get very tight indeed.

I am sorry if I offended you and I never expected you to me read my "rant" (which it was).

On the other hand I find it super frustrating when some third-rate upseller out there touches a deal and as for Bill Davis I have my doubts about his skill level. He has a great voice and DOES have a core understanding of tax but he gets muddled quite often.

As far s two hour calls go, you know that has always been my style because I like to know EVERYTHING about a client before I talk to him. I remember you telling e to "hurry up back in the day but I also remember you telling me that I was a better "bullshitter" (I took no offense at that).....

This isn't a trip down memory lane butt on the other hand this market has really changed.

We are working every day to take the best of what Oakes did (some of which was brilliant but most of those systems were developed by others) and we a re working constantly in setting up similar systems. But I think you have to let go of the "low credit =no money mentality"

We can discuss on Monday.

Bottom line: There is more money in upsells with selling more than CDPs. We have what I hope I a new opportunity with Fidelity and we want to do this one right. Tyler and I want to fastrack this company to 5 mm a month business in this "down market" because things are going to change relatively fast as the IRS sees revenues decreasing.

On Fri, May 12, 2023 at 8:16 PM Chris Bell <cbell@atstaxgroup.com> wrote:

Terry,

Let me remind you before you call me an idiot, it was not long ago you left a REAL piece of shit 100% KEITH theTHIEF in your database pitching everyone that their money is going to the IRS while playing MOTHER HEN to him.

Last night in your text messages YOU said this is not a "Cash and Grab Business" well what the fuck do you call a guy that takes 200k from a client that thinks it went to the IRS is ? I am insulted.

I have never ever in my entire career misrepresented where the fucking money is going. to piggyback off that, out of the hundreds of cases we have sold there were three chargebacks and one most recent stop payment. That's pretty solid selling and I'll put them up toe to toe against anyone in the business.

Prior to coming here I have never pitched tax avoidance and I am just beginning to understand it myself yet having to teach it to my guys is obviously going to require more knowledge of it myself. With that being said your "tax implementation pitch" I have used several times and each time I sell it these clients get a complete run around with resolution nobody over there knows what the hell to do with them!

As far as reading notes go, I literally had that case pulled up for 5 seconds before you started "yelling read the notes" so put the bottle down & back the fuck off with your rants, I do read notes and I have been reading transcripts on every case now. Once again I have requested (Tamer access) for all my guys with a second request just emailed today,(No reply) also nobody over here has any access to Vegas Tamer either.

You also mentioned to me Oaks is dead and the market changed. What a brilliant observation and kudos to you & Tyler for understanding the marketing & inventory that's very smart, however that has nothing to do with the formula he used to catapult revenue through upselling. He was doing 100 Million a year after you and caico left and what I witnessed is nothing short of

ETC-ATS-3500

brilliance. I assure you that the upsell team (none of them) sold tax implementation, trust, C Corps, tax avoidance yet we still pulled off 10 Million a month and my team which was much smaller consistently month in and month out did over a 1.5 (GROSS) of it a month. So imagine what we could do if we could get our act together, I assure you one thing, sending these 18 cases over to me calling me an idiot is not going to get you to 10 Million. That I guarantee. So what is the motive here....? An old page out of the (Oaks playbook maybe *wink wink*)...Don't forget some things Oaks did backfired on him and you of all people know that.

Now granted we did branch off and have other companies yet we had a SOLID system for turning that inventory, converting it, and it required management of how cases where originated with a 3 strike policy on anyone who pitched the kitchen sink off of origination, like I said last night, if they want to pitch the kitchen sink and that's the only way for them to sell find another position for them. At the very least notate the file that that was said. I can't count the number of deals I've lost simply because of that. Look at case 95702 Beautiful case (listen to the call) and if it was pitched properly on origination we would have had a real shot but when she kept repeating the originator told me "It's all included" she dug her heels in. Up sale lost. How many more are there?

Sure can we improve our pitches and we will!, yes! look at transcripts, find the real issues, YES, YES, YES, sure.. we did that and what happened the last case I sold for 52k filed BK and released 200k levy and what happened there? what about the case you and i pitched for 2 hours in my office we went deep in the weeds sold the real deal at the end client kicked,my point in all this is that I don't buy going deep in the weeds on every pitch is going to move the needle and I'll say it again I DON'T BUY IT! Our clients wouldn't be hiring a tax attorney over a mailer, tiktok video, or a cold call if they were that smart, would you ever send thousands of dollars to someone over the phone? save deep in the weeds for reso and 2nd and 3rd round upsells. What WILL move the needle is VOLUME & DIALERS having everybody from the floor sweeper, originators stop telling clients "this is it no more fees" to the resolution staff who sees when a property is sold, IRA liquidated, large deposits or cash in accounts, when a RO is assigned to send straight over to be up-sold that was pure genius bringing the 2 departments together unheard of in this industry. Personally I don't think it can ever again be duplicated unless we merge with nattax. What a concept getting back together with Nattax and if it were not for Oaks wife that would be a deal of the century.

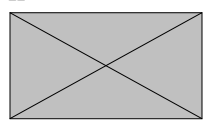
You spending more money Marketing. My question is why? the fuck would you do that before implementing these systems / stradgies??? along with the most important of all and that is making our phones ring. When my phones are ringing money is going up. it's like Magic Nomatter how good a case looks like to you. It's shit if you have someone that's pissed off that couldn't reach anyone, no call backs, etc I've said to you many times we need to hear where their voice where their head is at and get them on the phone if they are in a bad head space it doesn't how fucking good everything looks like on your half page & cut off spreadsheet. Fuck the spreadsheets get them on the phone and from there we have to get tax prep done then get them done and piggyback off work complete.

Lastly you made a comment on commision, since everyone is counting our money. Let's count....

Since January 1st my team has pulled in 4,322,931.10 and netted \$4,035,445.57 Total chargebacks FOUR. We have made you 3 million in 5 months and we are not a cost.
ya you got someone that can beat that and not lie

Come at me.

On Fri, May 12, 2023 at 10:37 AM Joseph Ryan <jryan@atstaxgroup.com> wrote:



Joseph Ryan
Compliance Manager, ATS TAX GROUP

(323) 306-2440 | Atstaxgroup.com | jryan@atstaxgroup.com

811 Wilshire Blvd, Suite 1700 Los Angeles, CA 90017

(800)604-1832 ext.502

Direct line (323)426-2129 cbell@atstaxgroup.com

This email may contain information that is confidential or attorney-client privileged and may constitute inside information. The contents of this email are intended only for the recipient(s) listed above. If you are not the intended recipient, you are directed not to read, disclose, distribute or otherwise use this transmission. If you have received this email in error, please notify the sender immediately and delete the transmission. Delivery of this message is not intended to waive any applicable privileges.

Tax Advice Disclosure: To ensure compliance with requirements imposed by the IRS under Circular 230, we inform you that any U.S. federal tax advice contained in this communication (including any attachments), unless otherwise specifically stated, was not intended or written to be used, and cannot be used, for the purpose of (1) avoiding penalties under the Internal Revenue Code or (2) promoting, marketing or recommending to another party any matters addressed herein.

GX 658

Case Referral Email

FTC-ATS-3503

Re: case 13285

From: Keith Hamilton <khamilton@atsco.tax>
To: Terry Selb <tselb@atsco.tax>
Date: Tue, 18 Oct 2022 18:08:30 +0000



Okay, noted, will do.

On Tue, Oct 18, 2022 at 9:42 AM Terry Selb <TSelb@atsco.tax> wrote:

This guy has huge amounts of money we have already hit him several times. I am not sure what the upsell would be for but he has lots of cash.
But be warned- if the deal goes south thats a real problem-so b careful- its your call.

--

Terry Selb
American Tax Solutions
323-329-5287

GX 659

Elite Sales Solutions Employee Directory

FTC-ATS-3504 to -3509



ELITE SALES SOLUTIONS
Client: 14711

Employee Directory

Name	Hire/Rehire Date	Birthdate
MARTINEZ, LESLIE	05/08/2025	[REDACTED]
ISLAS, VALERY	07/28/2020	[REDACTED]
JOHNSON, JAMES	04/05/2019	[REDACTED]
MCLEAN, KHATIM	04/08/2025	[REDACTED]
HIGHFILL, JOSHUA	04/24/2025	[REDACTED]
INC, WALL PAINT	06/23/2025	[REDACTED]
REASON, SHERNA	12/04/2023	[REDACTED]
STEPNEY, ISAAH	06/10/2025	[REDACTED]
TALAVERA, SARAH	11/15/2023	[REDACTED]
ZELAYA, BRYANT	01/07/2025	[REDACTED]
VALLEJOS, MARCO	07/22/2024	[REDACTED]
GABRIEL, MICHAEL	10/29/2024	[REDACTED]
FOROUZAN, BOBAK	09/18/2023	[REDACTED]
GARDNER, JOHN	07/22/2024	[REDACTED]
KASENOW, ROBERT C	08/08/2022	[REDACTED]
PARKERSON, BRENDA E	09/05/2023	[REDACTED]
CLARK, GARRETT	01/30/2025	[REDACTED]
SHIRLEY, JHADAI	05/13/2025	[REDACTED]
BURNETT, HUNTER	04/06/2022	[REDACTED]
WARNER, NICHOLAS	03/10/2025	[REDACTED]
MARTIN, NATHALIA	01/27/2023	[REDACTED]
CHAVEZ, JAYNYNE	03/21/2023	[REDACTED]
CONSULTING LLC, DAVIS BUSINESS	06/17/2025	[REDACTED]

ELITE SALES SOLUTIONS
Client: 14711

Employee Directory

Name	Hire/Rehire Date	Birthdate
TINOCO, JUDY	03/04/2025	[REDACTED]
JENKINS, ROBERT	07/01/2024	[REDACTED]
APPLEBAUM, LEE	07/29/2024	[REDACTED]
ALVAREZ, MARIA	09/04/2024	[REDACTED]
PALMER, PORSCHEA	01/16/2024	[REDACTED]
MEDINA, DEMETRIO	08/02/2022	[REDACTED]
MEDRANO, MARISOL	05/01/2024	[REDACTED]
BROWN, CHELSEA A	01/09/2023	[REDACTED]
, W2LA	08/08/2023	[REDACTED]
CHAVEZ, BRAULIO	08/08/2023	[REDACTED]
DARICEK, DOMINIQUE	01/02/2025	[REDACTED]
DE MORAES, RODRIGO	04/28/2025	[REDACTED]
MEDINA, IVELIZ	03/04/2025	[REDACTED]
HERNANDEZ, HEIDI	03/12/2025	[REDACTED]
DISALVO, JOSEPH	05/12/2025	[REDACTED]
ILIESCU, HEATH	05/15/2025	[REDACTED]
SHELDON, ELIZABETH M	06/14/2021	[REDACTED]
AGUILAR, ROSA	05/20/2025	[REDACTED]
VELASQUEZ, DIEGO	06/17/2024	[REDACTED]
HENRY, DREW	08/02/2024	[REDACTED]
BENNETT, TYLER	12/01/2023	[REDACTED]
PORTER, SEAN	08/05/2024	[REDACTED]
BRADLEY, BRE	07/08/2025	[REDACTED]

ELITE SALES SOLUTIONS
Client: 14711

Employee Directory

Name	Hire/Rehire Date	Birthdate
JEFFERSON, CHRISTINA MARIE	05/13/2025	[REDACTED]
MENDOZA, ARANZA	12/18/2024	[REDACTED]
THOMPSON, ANGUS T	03/27/2024	[REDACTED]
CACERES, SHELIE	02/25/2025	[REDACTED]
EVERETT, JOHNNIESSA M	03/26/2024	[REDACTED]
DAVISON, COLIN	04/08/2025	[REDACTED]
LOQUIAO, STACY	12/02/2024	[REDACTED]
HOLLANDER, ALEX	05/28/2024	[REDACTED]
SOLOMON, JAKE	08/26/2024	[REDACTED]
KOZICH, DEBORAH	04/29/2024	[REDACTED]
MIRELES, PETER	12/04/2023	[REDACTED]
CLARK, BRIT'NI	02/25/2025	[REDACTED]
NUNEZ, MELODY	06/20/2023	[REDACTED]
PENALOZA, PABLO	04/21/2025	[REDACTED]
FUNES, NANCY	06/25/2025	[REDACTED]
WASHINGTON, SHARON	02/22/2024	[REDACTED]
SAENZ, AMBER	10/09/2024	[REDACTED]
SHARMAT, JAMES	11/25/2019	[REDACTED]
ROBERSON, YEWAUR M	01/16/2024	[REDACTED]
SELB, TERRANCE J	01/01/2023	[REDACTED]
KASIMOFF, CAITLYN	07/01/2025	[REDACTED]
MAYORGA, RICHARD E	03/25/2024	[REDACTED]
MACIEL, KAREN J	09/11/2023	[REDACTED]

ELITE SALES SOLUTIONS
Client: 14711

Employee Directory

Name	Hire/Rehire Date	Birthdate
ELLISON, JEFFREY	01/06/2025	[REDACTED]
CARRILLOHINOJOSA, CLARA	10/10/2023	[REDACTED]
ESPINOZA, OBED	01/06/2025	[REDACTED]
THERING, BILLIE	10/21/2024	[REDACTED]
GILLETTE, RONALD	12/27/2023	[REDACTED]
KOZICH, STEVE	04/29/2024	[REDACTED]
PARKER, STEPHANIE	05/12/2025	[REDACTED]
STACKS, SHAUN	03/04/2024	[REDACTED]
PHAM, TU	03/25/2025	[REDACTED]
CATANIA, JASON	11/06/2023	[REDACTED]
DAVIS, COURTNEY	01/02/2025	[REDACTED]
PARKERSON, DARREN	06/22/2023	[REDACTED]
BOYD, DAVID	11/14/2022	[REDACTED]
STRAUB, RAPHAEL	01/29/2025	[REDACTED]
SACHS, DOMINICK	02/24/2025	[REDACTED]
MOROZ, YULIA	02/15/2023	[REDACTED]
BURSON, RACHEL	02/27/2025	[REDACTED]
RAFAEL, IRMA	07/08/2025	[REDACTED]
NUNEZ, MICHELLE	03/28/2023	[REDACTED]
VIRAMONTES, WILLIAM	03/26/2025	[REDACTED]
MARTINEZ, TANYA	11/23/2021	[REDACTED]
HEMSLEY, MATTHEW D	01/10/2022	[REDACTED]
MCGEE, COLETTE	12/04/2023	[REDACTED]

ELITE SALES SOLUTIONS
Client: 14711

Employee Directory

Name	Hire/Rehire Date	Birthdate
VAZQUEZ REYES, YOCELIN	05/19/2025	[REDACTED]
WOLFSON ENERGY INC, -	06/16/2025	[REDACTED]
FIGLIO, ANTHONY J	07/01/2022	[REDACTED]
PERALES, ANTHONY	03/10/2023	[REDACTED]
SHOTLOW, ISALAH	04/10/2025	[REDACTED]
AREVALO, VICTORIA	05/27/2025	[REDACTED]
BURTON, TERON D	03/13/2024	[REDACTED]
EISENBERG, ROBERT M	03/26/2024	[REDACTED]
BEHRLE, NICOLE	10/16/2023	[REDACTED]
LEE, BRIANNA	04/08/2025	[REDACTED]
PHARES, SHELLEY	05/01/2023	[REDACTED]
MCDUFF, ROBERT T	01/16/2024	[REDACTED]
ZEEB, ROSARIO A	06/02/2022	[REDACTED]
MUHAMMAD, AMARI	10/15/2024	[REDACTED]
FERGUSON, TAYLOR	11/04/2024	[REDACTED]
CARDENAS, JESSICA	03/18/2025	[REDACTED]
MONTEZ, JAMES	04/29/2025	[REDACTED]
HASKELL, WILLIAM A	05/30/2022	[REDACTED]
MITCHELL, JAY	01/22/2025	[REDACTED]
ANDARACUA, VICTOR	07/08/2025	[REDACTED]
PARKER, HENRY W	01/14/2022	[REDACTED]
SHERBERG, MICHAEL A	10/01/2022	[REDACTED]
NADA, DOMINIC	05/14/2025	[REDACTED]

ELITE SALES SOLUTIONS
Client: 14711

Employee Directory

Name	Hire/Rehire Date	Birthdate
MYETTE, LENOX	10/28/2020	[REDACTED]
MONTER, JORGE A	03/25/2024	[REDACTED]
TITO PERDOMO, ARMANDO	04/15/2024	[REDACTED]
CABRERA, FATIMA	01/30/2025	[REDACTED]
CAMAT, LEXI	01/27/2025	[REDACTED]
WILEY, ROSS	10/23/2023	[REDACTED]
THERING, MEGAN K	03/25/2024	[REDACTED]
YBANEZ, BELL REY	01/01/2024	[REDACTED]
, PHOSAM INC	01/01/2024	[REDACTED]
, HANNA AND ASSOCIATES	01/01/2024	[REDACTED]
, PHW GROUP CORP	02/01/2024	[REDACTED]
COX, MICHAEL	05/20/2025	[REDACTED]
NOWAK, AMY	06/09/2025	[REDACTED]
-, THE JULIAN CORP	06/16/2025	[REDACTED]
PARAGH, GREGORY	11/14/2018	[REDACTED]
SANCHEZ, RICARDO	01/18/2021	[REDACTED]
RHODES, MITCHELL D	02/10/2025	[REDACTED]
GONZALEZ, ANGELIKA	05/27/2025	[REDACTED]
COOK, TIFFANY	04/21/2025	[REDACTED]
RODRIGUEZ, MANUEL	07/19/2024	[REDACTED]
SIMMERS, OLIVIA	12/10/2024	[REDACTED]
BACOTE, ROBERT	05/02/2024	[REDACTED]

GX 660

**Emails re: Contracted
Telemarketers in 2022**

FTC-ATS-3510 to -3512

RE: FW: 1099?

From: Doris Harmon <dharmon@atsco.tax>
To: Geoff Plourde <gplourde@atsco.tax>, Tyler Bennett <tbennett@atsco.tax>, Terry Selb <tself@atsco.tax>
Date: Tue, 20 Sep 2022 20:53:47 +0000

Hi Geoff: these are the situations I need help/guidance from you and the Partners:

Mark Trainer/Sandy White is currently working in the Las Vegas office and being paid as a 1099
Heath Iliescu – currently training in DTLA but slated to work in the Las Vegas office. Declined to complete W2 onboarding paperwork and said he was promised 1099
Bryan Kontak – cleared to be hired to work in the OC office. HR was advised that he is requesting 1099.

All three of these individuals are in a holding pattern with HR while the W2/1099 question gets addressed.

HR needs to have criteria for accepting or denying 1099 requests. Up until now, when 1099 is granted, the IC Agreement is processed through Legal/Accounting. HR will need to be advised when 1099 is approved so workforce records can be updated accurately.

Please let me know how you want me to proceed.

Thanks!



Doris Harmon PHR, SHRM-CP
Human Resources Manager
323-844-0796



From: Geoff Plourde <gplourde@atsco.tax>
Sent: Monday, September 19, 2022 11:31 AM
To: Doris Harmon <dharmon@atsco.tax>; Tyler Bennett <tbennett@atsco.tax>; Terry Selb <Tself@atsco.tax>
Subject: Re: FW: 1099?

We can't do any 1099's out of California. This has been well settled for over a year.

On Mon, Sep 19, 2022 at 11:30 AM Doris Harmon <dharmon@atsco.tax> wrote:
Hi Geoff: we again are facing a new hire in OC wanting to be a 1099 and “talking to Terry” (see below). Also, the new hire from Las Vegas that is here this week training told me that Tyler ok'd him being 1099. Please let me know how you want me to respond the 1099 request in California and 1099 request in Las Vegas.

Thanks!

Doris Harmon PHR, SHRM-CP
Human Resources Manager
323-844-0796



From: Paul Conrad <pconrad@atsco.tax>
Sent: Monday, September 19, 2022 11:16 AM
To: Doris Harmon <dharmon@atsco.tax>
Subject: Re: FW: New Hire Packet - Bryan Kontak

FTC-ATS-3510

Hi Doris,

Yes, he's discussing with Terry about if he could be paid to his S Corp. Once he makes a decision he will finalize the paperwork. Thank you Doris!

Paul

On Mon, Sep 19, 2022 at 10:58 AM Doris Harmon <dharmon@atsco.tax> wrote:

Hi Paul: I have not heard back from Bryan on his new hire paperwork. Please advise.

Doris Harmon PHR, SHRM-CP
Human Resources Manager
323-844-0796



From: Doris Harmon <dharmon@atsco.tax>

Sent: Wednesday, September 14, 2022 4:00 PM

To: bryankontak@yahoo.com.sg

Cc: Paul Conrad <pconrad@atsco.tax>

Subject: RE: New Hire Packet - Bryan Kontak

Hello Bryan: attached, please find our offer letter packet for your review and completion. There will be other forms to review and sign; however, these particular documents will allow us to enter you into the payroll system. Two items to note:

- I was unable to speak with the Partners directly this afternoon and receive their approval to hire. My instructions are to always obtain final, verbal approval from them. Therefore, I entered language in your offer letter that reflects that I have not yet received their final approval. I will continue to reach out to them until I receive their answer. Once I have their response, I will let you know.
- Please scan your I9 documents to me. I believe Paul can help you with this in the OC office.

Let me know if you have any questions. I will be happy to help.

Best Regards,

Doris Harmon PHR, SHRM-CP
Human Resources Manager
323-844-0796



From: Paul Conrad <pconrad@atsco.tax>

Sent: Wednesday, September 14, 2022 12:39 PM

To: Doris Harmon <dharmon@atsco.tax>; bryankontak@yahoo.com.sg; Alexander Garcia <agarcia@atsco.tax>

Subject: New Hire Packet - Bryan Kontak

Hi Doris,

Per our conversation. Bryan's email and resume is attached. Please let me know if Alex can setup his computer by Friday. He will have a phone name that he is deciding on.

Thank you!

FTC-ATS-3511

--

Geoff Plourde, Esq.*, EA, CPA**, NTPI Fellow®
American Tax Solutions

Direct: (323)306-7032
Cell: (213) 807-6612
Fax: (213) 289-5315

* *Admitted to practice in AZ, CA, MA, NY, WY, and the US Tax Court*
***CA License #127346*

GX 661

Heath Iliescu

Termination Paperwork

FTC-ATS-3513 to -3518

American Tax Solutions

1055 W 7th St, Ste 1600, Los Angeles, CA 90017
Phone: (323) 457-5643 - Fax: (310) 388-0293



February 07, 2023

Heath Iliesca

RE: Termination of Services

Dear Iliesca:

I am writing to inform you that your employment as Sales Representative has been terminated, effective immediately. This is not a decision that we take lightly but have determined to be necessary after recent events.

We appreciate your loyalty and dedicated service over the past year and are writing this letter to provide with a clear explanation you deserve for our decision.

The principal reason for this decision is that the company has lost confidence in your ability to perform your duties regarding attention to detail and accuracy that is needed for the position. In addition, after completing an investigation into the alleged incidents, it was discovered that you misrepresented the financial dollar amounts to the customers. This is an huge violation of American Tax Solutions code of conduct policy.

Consequently, we have determined that your continued employment in your current role is not in the best interests of the company and that termination of your services is appropriate under the circumstances.

It is not our intention to impugn your demonstrated loyalty, work ethic, and efforts, all of which are to be commended. We deeply appreciate your contribution and effort but unfortunately do not have a choice.

We truly wish you the best going forward.

Sincerely,

A handwritten signature in black ink that reads "Gregorio Montalvo-Smith".

Gregorio Montalvo-Smith
Regional Human Resource Manager
American Tax Solutions

Final Paycheck Acknowledgment

I, the undersigned recipient, have received my final paycheck from:

American Tax Solutions
Company

The total amount of the paycheck is: \$45,000

Paycheck amount represents:

Wages		\$	_____
Accrued Vacation Pay		\$	_____
Other	<u>Commission bonus</u>	\$	<u>\$45,000</u>
	_____	\$	_____
	_____	\$	_____
	_____	\$	_____
	_____	\$	_____

Deductions

_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____

To the best of my knowledge, there is no additional money owed to me by the employer at the present time.

Heath I. Perez
Name of Recipient

[Signature]
Signature of Recipient

2-7-23
Date

[Signature]
Signature of Person Issuing Final Paycheck

02/07/2023
Date

SECURITY FEATURES INCLUDE TRUE WATERMARK PAPER, HEAT SENSITIVE ICON AND FOIL HOLOGRAM

American Tax Solutions
Operating Account
1055 W. 7th Street, Suite #1600
Los Angeles, CA 90017
(800) 604-1832

JP Morgan Chase Bank, NA
90-7162/3222

70227

02/07/2023

PAY TO THE ORDER OF

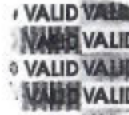
Heath Iliessa

\$ 45,000.⁰⁰

forty five thousand dollars

00/100

DOLLARS



Tyler Bennett

AUTHORIZED SIGNATURE

MEMO Final Payment





Nathalia Martin <nmartin@atstaxgroup.com>

Keith Hamilton Termination

1 message

Joseph Ryan <Jryan@atstaxgroup.com>
Bcc: all@americantaxservice.com

Tue, Feb 7, 2023 at 12:21 PM

Attention Fellow Staff Members,

As of today, February 7, 2023, we have chosen to end our business relationship with Keith Hamilton. He has been terminated, effective immediately.

It goes without saying, that if you are told by a client that there has been communication from this individual beyond this date and time you must tell management.

If you have any questions or concerns, please do not hesitate to contact me directly!



Joseph Ryan
Operations Officer, ATS TAX GROUP

(213) 784-1810 | Atstaxgroup.com | jryan@atstaxgroup.com

811 Wilshire Blvd Los Angeles, CA 90017

SECURITY FEATURES INCLUDE TRUE WATERMARK PAPER, HEAT SENSITIVE ICON AND FOIL HOLOGRAM

American Tax Solutions
Operating Account
1055 W. 7th Street, Suite #1600
Los Angeles, CA 90017
(800) 604-1832

JP Morgan Chase Bank, NA
99-7162/3222

70227

02/07/2023

PAY TO THE ORDER OF

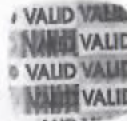
Heath Iliesca

\$ 45,000.⁰⁰

forty five thousand dollars

00/100

DOLLARS



Tyler Bennett
AUTHORIZED SIGNATURE

MEMO Final Payment



1055 WEST SEVENTH STREET
ACCESS CARD INFORMATION

(Please use one form per name)

ADD DEACTIVATE REPLACEMENT CREDIT

(Deposits and/or refunds for this card will appear on the next rent statement.)

Name Heath Ilesca

Tenant _____

Suite # 1600 Access Floors(s) _____

Card # 1600-WM Fob # _____

Comments: _____

NEW EMPLOYEE

*A new employee can access the Building's Fire Life Safety Information on the website:
<https://www.rjwestmoretraining.com> Directions to register for first time users will be available on the website.*

As a reminder, each Card requires a \$20.00 deposit and each Fob requires a \$25.00 deposit, which is refunded when the card is returned in reasonable condition. The deposit will be withheld for the loss or negligent damage of Access Cards. The correct name with the correct number will facilitate prompt credits.

CHANGE (No deposit or refund required)

OLD
Name _____

NEW
Name _____

Tenant _____

Tenant _____

Suite # _____

Suite # _____

Card # _____

Card # _____

Service Elevator Access Yes No Delete

Authorized by: [Signature] Effective Date: 02/07/2023

For Building Management or Security Use

Input Date: _____ Time: _____ Completed By: _____

Received By: _____

GX 662

2025 Commission Report

FTC-ATS-3519 to -3520

ACCOUNT	LEGAL NAME	SALES NAME	TOTAL SALES	% COMM	COMMISSION	DEDUCTIONS	FINAL
ESS	Peter Mireles	Blake Reyes		20%	\$3,217.16		\$3,217.16
ESS	Colin Davidson	Colin Wells		15%	\$893.00		\$1,400.00
ESS	Dominic Nada	Dominic Wright		15%	\$157.50		\$1,400.00
ESS	Shelley Phares	Ellie London		20%	\$3,852.57		\$3,852.57
ESS	Garrett Clark	Garrett White		20%	\$5,004.65		\$5,004.65
ESS	Jay Mitchell	Jay Gibson		20%	\$1,717.60		\$1,717.60
ESS	Frank Bonito	Jeff Carlopio		15%	\$60.00		\$1,400.00
ESS	Jeffrey Ellison	Jeffrey Ellison		15%	\$423.50		\$1,400.00
ESS	Lee Applebaum	Lee Evans		20%	\$3,217.16		\$3,217.16
ESS	Heath Iliescu	Michael Harrington		25%	\$76,433.75		\$76,433.75
ESS	Michael Sherberg	Michael Shaw		20%	\$3,263.50		\$3,263.50
ESS	Porshea Palmer	Nicole Casey		15%	\$6,610.38		\$6,610.38
ESS	Nicole Behrle	Nicole Sargis		15%	\$3,086.01		\$6,086.00
ESS	Joshua Highfill	Paul Snell		15%	\$1,202.50		\$1,400.00
ESS	Richard Mayorga	Richard Hudson		20%	\$1,198.45		\$1,400.00
ESS	Robert C Kasenow	Robert Clark		15%	\$250.97		\$250.97
ESS	Mitchell Rhodes	Roman Wilder		15%	\$916.12		\$1,400.00
ESS	Shaun Stack	Shaun Stacks		17.5%	\$972.37		\$1,400.00
ESS	Robert T Mcduff	Taylor McDuff		20%	\$2,835.93		\$2,835.93
					\$115,313.12		#####



NOTES
04/11/2025 5/14/25
Commission includes \$1026.70 due from 5.1.25-5.15
05/06/2025
Add \$3,000 to check (already added)
4/24/25

GX 663

**March 2024 Text
Conversation - Selb and
Bennett**

FTC-ATS-3521 to -3522



Ive been thinking about it too

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:01:54 PM(UTC-7)
Source App: Native Messages
Body:

What is the name(s) of the companies you mentioned that you heard were coming to vegas?
5 Star and Tennessee
Is that for real or just gossip? I am only curious because I like to think of myself as a trailblazer :)
Imitation is the highest form of flattery

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:02:14 PM(UTC-7)
Source App: Native Messages
Body:

From me to Mark..... interesting....

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:02:52 PM(UTC-7)
Source App: Native Messages
Body:

100%

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:06:01 PM(UTC-7)
Source App: Native Messages
Body:

Mark is 100% sure of this

From: +17253123514 Tyler Bennett (owner)
Timestamp: 3/13/2024 8:11:19 PM(UTC-7)
Source App: Native Messages
Body:

We'll move the whole damn industry out here I

From: +17253123514 Tyler Bennett (owner)
Timestamp: 3/13/2024 8:11:42 PM(UTC-7)
Source App: Native Messages
Body:

Everyone is always following our ideas

From: +17253123514 Tyler Bennett (owner)
Timestamp: 3/13/2024 8:11:54 PM(UTC-7)
Source App: Native Messages
Body:

I guess were doing something right

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:13:11 PM(UTC-7)
Source App: Native Messages
Body:

He also spoke in a somewhat negative way about Joshua s scam business

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:13:30 PM(UTC-7)
Source App: Native Messages

Body:

And he told me Anthem is in trouble

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:27:21 PM(UTC-7)
Source App: Native Messages

Body:

It was hysterical today a Keith client who paid us \$350k just paid Chris Bell \$60 grand because she didn't like " the other company"!

I remember her: **H.J.**

From: +13236007787 Terrance Selb
Timestamp: 3/13/2024 8:27:45 PM(UTC-7)
Source App: Native Messages

Body:

So take her off our Keith worry list!

From: +17253123514 Tyler Bennett (owner)
Timestamp: 3/13/2024 8:28:02 PM(UTC-7)
Source App: Native Messages

Body:

I think she paid us 60 before too I

From: +17253123514 Tyler Bennett (owner)
Timestamp: 3/13/2024 8:28:37 PM(UTC-7)
Source App: Native Messages

Body:

Or something like that yeah that works lol

From: +17253123514 Tyler Bennett (owner)
Timestamp: 3/14/2024 12:54:39 PM(UTC-7)
Source App: Native Messages

Body:

I had matt prepare media 1 performance data today

- with regression lines

- it shows a slight but absolutely downward trend

From: +13236007787 Terrance Selb
Timestamp: 3/14/2024 1:28:01 PM(UTC-7)
Source App: Native Messages

Body:

Tell michael at the deal desk that my phone just went down

From: +13236007787 Terrance Selb
Timestamp: 3/14/2024 5:21:28 PM(UTC-7)
Source App: Native Messages

Body:

Block Ritchie

From: +17253123514 Tyler Bennett (owner)
Timestamp: 3/14/2024 5:23:30 PM(UTC-7)
Source App: Native Messages

Body:

Did

GX 664

**March 2024 Text
Conversation - Selb and
Hanna**

FTC-ATS-3523 to -3525



From: +13236007787 Terry Selb (owner)
Timestamp: 3/14/2024 1:15:45 PM(UTC-7)
Source App: Native Messages
Body:
One sec

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:00:11 AM(UTC-7)
Source App: Native Messages
Body:
Anything good going on today?

From: +17143761541 Karim Hanna
Timestamp: 3/15/2024 9:01:49 AM(UTC-7)
Source App: Native Messages
Body:
Ya we have a few that we are trying to reel in.

From: +17143761541 Karim Hanna
Timestamp: 3/15/2024 9:02:04 AM(UTC-7)
Source App: Native Messages
Body:
I just responded to your email

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:02:22 AM(UTC-7)
Source App: Native Messages
Body:
If you need any help let me know

From: +17143761541 Karim Hanna
Timestamp: 3/15/2024 9:04:23 AM(UTC-7)
Source App: Native Messages
Body:
75468 I've working with Elizabeth on this. He has full blown audit and seems to think that it's just a phone call to fix. I just forwarded over documentation from the state. Just left him a message he's difficult but we can get him.

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:06:13 AM(UTC-7)
Source App: Native Messages
Body:
There are about 15 Ritchie "
Invoices"
That he did in February and a few in March that can definitely be re pitched...

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:06:53 AM(UTC-7)
Source App: Native Messages
Body:
Ritchie caused more damage to the cases than money he put on the board

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:07:29 AM(UTC-7)
Source App: Native Messages
Body:

Literaly

From: +17143761541 Karim Hanna
Timestamp: 3/15/2024 9:07:42 AM(UTC-7)
Source App: Native Messages
Body:
Ritchie and Carl Lee
Look at 24436

From: +17143761541 Karim Hanna
Timestamp: 3/15/2024 9:08:04 AM(UTC-7)
Source App: Native Messages
Body:
Vegas

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:08:08 AM(UTC-7)
Source App: Native Messages
Body:
Carl Lee has been banned too

From: +17143761541 Karim Hanna
Timestamp: 3/15/2024 9:08:34 AM(UTC-7)
Source App: Native Messages
Body:
Scorched earth pitches

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:09:22 AM(UTC-7)
Source App: Native Messages
Body:
Also we should take a look at some of those Kieth cases I think there are a few more that we can go in on carefully

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:10:39 AM(UTC-7)
Source App: Native Messages
Body:
One guy paid us 500k and I had James parks go in about 8 months ago and hit him up for another 60 or 70k

From: +17143761541 Karim Hanna
Timestamp: 3/15/2024 9:10:40 AM(UTC-7)
Source App: Native Messages
Body:
Well let me know. We have combed them several times. We don't want more charge backs. Text or email me the cases and I'll call them

From: +13236007787 Terry Selb (owner)
Timestamp: 3/15/2024 9:12:30 AM(UTC-7)
Source App: Native Messages
Body:
That's tough for me to do but his cases are isolated in a certain status... Just have somebody take a scan at some of them and I can let you know

From: +13236007787 Terry Selb (owner)

Timestamp: 3/15/2024 9:13:10 AM(UTC-7)

Source App: Native Messages

Body:

H.J. us a good example there are a few more like rhat

From: +17143761541 Karim Hanna

Timestamp: 3/15/2024 9:13:19 AM(UTC-7)

Source App: Native Messages

Body:

Ok I'll have John find them. I have an interview at 10:00 hopefully we can pick another good closer

From: +17143761541 Karim Hanna

Timestamp: 3/18/2024 12:11:43 PM(UTC-7)

Source App: Native Messages

Body:

Can you get another phone out to us. I got a guy that can do 30-40 Tax investigation a month

From: +13236007787 Terry Selb (owner)

Timestamp: 3/18/2024 12:18:47 PM(UTC-7)

Source App: Native Messages

Body:

Sure

From: +17143761541 Karim Hanna

Timestamp: 3/18/2024 12:19:03 PM(UTC-7)

Source App: Native Messages

Body:

Thanks

From: +13236007787 Terry Selb (owner)

Timestamp: 3/18/2024 12:19:38 PM(UTC-7)

Source App: Native Messages

Body:

Is it urgent? I can have Nick drive it out to you or Uber it

From: +17143761541 Karim Hanna

Timestamp: 3/18/2024 12:20:12 PM(UTC-7)

Source App: Native Messages

Body:

Not urgent just ship over night or 2 day

From: +13236007787 Terry Selb (owner)

Timestamp: 3/18/2024 12:20:31 PM(UTC-7)

Source App: Native Messages

Body:

Ok

From: +17143761541 Karim Hanna

Timestamp: 3/21/2024 9:44:29 AM(UTC-7)

Source App: Native Messages

Body:

Did you ship out that phone ?

From: +13236007787 Terry Selb (owner)

Timestamp: 3/21/2024 9:45:32 AM(UTC-7)

Source App: Native Messages

GX 665

**January 2025 Group
Text Conversation**

FTC-ATS-3526 to -3528



From: +17034720039 Anthony Ats
Timestamp: 1/19/2025 7:42:58 PM(UTC-8)
Source App: Native Messages
Body:
Good news - there are calls from the 3 drops this week, so it's moving

From: +17029692727 Terrance Selb
Timestamp: 1/20/2025 7:07:27 PM(UTC-8)
Source App: Native Messages
Body:
Just completed 2 hour discussion with KWH

From: +15166108929 Greg Paragh
Timestamp: 1/20/2025 7:08:02 PM(UTC-8)
Source App: Native Messages
Body:
Well, I just got off the phone with Chris Bell's team complaining about Michael Freeman ironically

From: +15166108929 Greg Paragh
Timestamp: 1/20/2025 7:08:53 PM(UTC-8)
Source App: Native Messages
Body:
Ironically, asking me if anyone is listening to his calls.

From: +17253123514 Tyler Bennett (owner)
Timestamp: 1/20/2025 7:09:42 PM(UTC-8)
Source App: Native Messages
Body:
What are they complaining about specifically

From: +15166108929 Greg Paragh
Timestamp: 1/20/2025 7:10:20 PM(UTC-8)
Source App: Native Messages
Body:
About these \$500 911 hearing he's been selling

From: +15166108929 Greg Paragh
Timestamp: 1/20/2025 7:11:05 PM(UTC-8)
Source App: Native Messages
Body:
\$500 exploratory plus a \$500 full state resolution 911 hearing.

From: +17029692727 Terrance Selb
Timestamp: 1/20/2025 7:14:53 PM(UTC-8)
Source App: Native Messages
Body:
Well they have upsold a lot of his deals the last 2 months

From: +17029692727 Terrance Selb
Timestamp: 1/20/2025 7:15:04 PM(UTC-8)
Source App: Native Messages
Body:
I will look into that

From: +15166108929 Greg Paragh
Timestamp: 1/20/2025 7:15:14 PM(UTC-8)

Source App: Native Messages

Body:

If you don't believe me, you can call John Ray himself

From: +15166108929 Greg Paragh

Timestamp: 1/20/2025 7:15:39 PM(UTC-8)

Source App: Native Messages

Body:

His exact words were why haven't we fired him yet?

From: +17029692727 Terrance Selb

Timestamp: 1/20/2025 7:16:09 PM(UTC-8)

Source App: Native Messages

Body:

Have you seen his paychecks ???

From: +15166108929 Greg Paragh

Timestamp: 1/20/2025 7:16:30 PM(UTC-8)

Source App: Native Messages

Body:

Yes, I have Terry is there a point of that?

From: +15166108929 Greg Paragh

Timestamp: 1/20/2025 7:17:00 PM(UTC-8)

Source App: Native Messages

Body:

Have you seen the number of refunds in chargebacks we have under his name

From: +15166108929 Greg Paragh

Timestamp: 1/20/2025 7:17:55 PM(UTC-8)

Source App: Native Messages

Body:

It's like déjà vu the new Grady is Freeman now

From: +17029692727 Terrance Selb

Timestamp: 1/20/2025 7:19:01 PM(UTC-8)

Source App: Native Messages

Body:

Well I/we need more detail on this

From: +17253123514 Tyler Bennett (owner)

Timestamp: 1/20/2025 7:19:33 PM(UTC-8)

Source App: Native Messages

Body:

I thought we didn't listen to anyone's calls that put money up?

From: +17253123514 Tyler Bennett (owner)

Timestamp: 1/20/2025 7:20:19 PM(UTC-8)

Source App: Native Messages

Body:

Or give them training

From: +17029692727 Terrance Selb

Timestamp: 1/20/2025 7:31:21 PM(UTC-8)

Source App: Native Messages

Body:

Well all I know is that vegas put ONE deal on the board all day today!!

From: +17029692727 Terrance Selb
Timestamp: 1/21/2025 7:30:44 AM(UTC-8)
Source App: Native Messages
Body:

I had a brief discussion with michael freeman this morning and it was an interesting one in a positive way
...

From: +17034720039 Anthony Ats
Timestamp: 1/21/2025 11:22:52 AM(UTC-8)
Source App: Native Messages
Body:

Diamonds today
1.7% with grady
2.6% without

From: +17034720039 Anthony Ats
Timestamp: 1/21/2025 12:00:31 PM(UTC-8)
Source App: Native Messages
Body:

Mails gaining traction, reached 60 this last hr

From: +17029692727 Terrance Selb
Timestamp: 1/21/2025 12:05:27 PM(UTC-8)
Source App: Native Messages
Body:

Yes it does look like there may be a build let's see what the next 3 hours brings us

From: +17034720039 Anthony Ats
Timestamp: 1/23/2025 6:44:44 AM(UTC-8)
Source App: Native Messages
Body:

Ring Central is still reporting issues... fix was implemented last night, but some customers are still experiencing drops and call failure

From: +17034720039 Anthony Ats
Timestamp: 1/23/2025 6:46:08 AM(UTC-8)
Source App: Native Messages
Body:

Our call logs look ok so far and some id mail getting through early so that's good

From: +17029692727 Terrance Selb
Timestamp: 1/23/2025 7:09:14 AM(UTC-8)
Source App: Native Messages
Body:

Good

From: +17034720039 Anthony Ats
Timestamp: 1/26/2025 4:20:27 PM(UTC-8)
Source App: Native Messages
Attachments:

#1: files\Image\886047C5-B0E3-47E8-AE3A-7243D6162AE8.pluginPayloadAttachment
#2: files\Image\BE49DCAD-D696-49F9-8201-40034695EEB8.pluginPayloadAttachment

Body:
<https://www.kelleydrye.com/viewpoints/blogs/ad-law-access/eleventh-circuit-vacates-tcpa-11-consent-rule>

GX 666

**Winston Parker Email
re: High Dollar Clients**

FTC-ATS-3529 to -3531



From: Winston Parker <wiparker@atstaxgroup.com>
To: henry parker <hwparker51@gmail.com>
Date: Thu, 17 Jul 2025 16:37:13 +0000

345618	[REDACTED]	04/04/2024	\$199,218.00	100	[REDACTED]	\$199,218.00	[Active Tax]
897332	[REDACTED]	[REDACTED]	06/28/2024	\$189,783.00	81.7	[REDACTED]	\$232
908472	[REDACTED]	[REDACTED]	11/18/2024	\$187,075.00	100	[REDACTED]	\$187
21900	[REDACTED]	[REDACTED]	10/31/2023	\$183,311.00	63.58	[REDACTED]	\$288
904518	[REDACTED]	[REDACTED]	10/10/2024	\$176,483.00	74.62	[REDACTED]	\$236
909927	[REDACTED]	[REDACTED]	12/06/2024	\$170,516.44	59.08	[REDACTED]	\$288
899166	[REDACTED]	[REDACTED]	07/31/2024	\$167,337.00	100	[REDACTED]	\$167
904091	[REDACTED]	[REDACTED]	10/07/2024	\$165,893.00	100	[REDACTED]	\$165
893816	[REDACTED]	[REDACTED]	05/24/2024	\$154,734.00	100	[REDACTED]	\$154
11096	[REDACTED]	[REDACTED]	12/27/2021	\$146,524.00	100	[REDACTED]	\$146
913046	[REDACTED]	[REDACTED]	01/16/2025	\$146,297.00	100	[REDACTED]	\$146
642554	[REDACTED]	[REDACTED]	05/17/2024	\$144,696.00	100	[REDACTED]	\$144
20717	[REDACTED]	[REDACTED]	09/28/2023	\$143,070.00	89.8	[REDACTED]	\$159
912083	[REDACTED]	[REDACTED]	01/06/2025	\$137,044.00	100	[REDACTED]	\$137
910148	[REDACTED]	[REDACTED]	12/10/2024	\$136,433.00	76.78	[REDACTED]	\$177
620728	[REDACTED]	[REDACTED]	05/08/2024	\$134,867.00	51.89	[REDACTED]	\$259
27006	[REDACTED]	[REDACTED]	02/01/2024	\$134,180.00	100	[REDACTED]	\$134
25880	[REDACTED]	[REDACTED]	01/16/2024	\$131,597.00	100	[REDACTED]	\$131
899213	[REDACTED]	[REDACTED]	07/31/2024	\$129,555.00	100	[REDACTED]	\$129
907924	[REDACTED]	[REDACTED]	11/12/2024	\$128,526.00	76.94	[REDACTED]	\$157
913680	[REDACTED]	[REDACTED]	01/24/2025	\$128,226.00	100	[REDACTED]	\$128
21625	[REDACTED]	[REDACTED]	10/24/2023	\$124,700.00	100	[REDACTED]	\$124
897941	[REDACTED]	[REDACTED]	07/15/2024	\$123,463.00	79.25	[REDACTED]	\$155

FTC-ATS-352

27728	[REDACTED]	02/13/2024	\$121,875.00	100	[REDACTED]	\$121,875.00
903458	[REDACTED]	09/30/2024	\$118,828.00	100	[REDACTED]	\$118,828.00
24766	[REDACTED]	12/20/2023	\$118,000.00	100	[REDACTED]	\$118,000.00
909351	[REDACTED]	11/29/2024	\$116,573.00	100	[REDACTED]	\$116,573.00
912745	[REDACTED]	01/14/2025	\$114,668.00	100	[REDACTED]	\$114,668.00
903152	[REDACTED]	09/27/2024	\$114,391.00	58.09	[REDACTED]	\$114,391.00
918202	[REDACTED]	03/12/2025	\$112,320.33	82.22	[REDACTED]	\$112,320.33

On Thu, Jul 17, 2025 at 9:35 AM Winston Parker <wiparker@atstaxgroup.com> wrote:

26688	[REDACTED]	01/29/2024	\$1,046,309.00	100	[REDACTED]	\$914,023.50	[Spe Only]
918726	[REDACTED]	03/17/2025	\$986,795.00	100	[REDACTED]	[REDACTED]	\$986,795.00
913979	[REDACTED]	02/06/2025	\$571,040.00	100	[REDACTED]	[REDACTED]	\$571,040.00
16886	H.J. [REDACTED]	07/10/2023	\$468,169.60	100	[REDACTED]	[REDACTED]	\$468,169.60
899085	[REDACTED]	08/19/2024	\$467,116.33	78.88	[REDACTED]	[REDACTED]	\$467,116.33
26914	[REDACTED]	01/31/2024	\$433,355.00	100	[REDACTED]	[REDACTED]	\$433,355.00
345236	[REDACTED]	03/29/2024	\$423,714.00	100	[REDACTED]	[REDACTED]	\$423,714.00
910438	[REDACTED]	12/12/2024	\$382,686.00	50.68	[REDACTED]	[REDACTED]	\$382,686.00
904742	[REDACTED]	11/07/2024	\$367,861.00	99.99	[REDACTED]	[REDACTED]	\$367,861.00
18838	[REDACTED]	09/19/2023	\$367,406.00	100	[REDACTED]	[REDACTED]	\$367,406.00
893639	[REDACTED]	05/22/2024	\$365,221.00	100	[REDACTED]	[REDACTED]	\$365,221.00
923555	[REDACTED]	05/02/2025	\$351,588.00	100	[REDACTED]	[REDACTED]	\$351,588.00
903733	[REDACTED]	10/02/2024	\$327,386.00	100	[REDACTED]	[REDACTED]	\$327,386.00
13849	[REDACTED]	09/26/2022	\$324,927.00	100	[REDACTED]	[REDACTED]	\$324,927.00
893855	[REDACTED]	05/30/2024	\$322,683.10	100	[REDACTED]	[REDACTED]	\$322,683.10
621145	[REDACTED]	05/14/2024	\$322,305.00	100	[REDACTED]	[REDACTED]	\$322,305.00
13934	[REDACTED]	10/05/2022	\$302,379.00	84.33	[REDACTED]	[REDACTED]	\$302,379.00
901570	[REDACTED]	09/03/2024	\$283,091.00	100	[REDACTED]	[REDACTED]	\$283,091.00
900971	[REDACTED]	08/23/2024	\$276,757.00	100	[REDACTED]	[REDACTED]	\$276,757.00
13317	[REDACTED]	11/30/2022	\$275,274.00	100	[REDACTED]	[REDACTED]	\$275,274.00
22523	[REDACTED]	11/14/2023	\$258,061.00	60.81	[REDACTED]	[REDACTED]	\$258,061.00
932841	[REDACTED]	07/02/2025	\$255,684.00	100	[REDACTED]	[REDACTED]	\$255,684.00
620321	[REDACTED]	05/02/2024	\$248,582.00	100	[REDACTED]	[REDACTED]	\$248,582.00
923701	[REDACTED]	05/05/2025	\$241,787.00	100	[REDACTED]	[REDACTED]	\$241,787.00
908662	[REDACTED]	11/19/2024	\$239,723.00	100	[REDACTED]	[REDACTED]	\$239,723.00
900318	[REDACTED]	08/15/2024	\$223,838.00	49.87	[REDACTED]	[REDACTED]	\$223,838.00
906418	[REDACTED]	10/29/2024	\$220,184.00	100	PTC-ATS-3	[REDACTED]	\$220,184.00
13141	[REDACTED]	06/16/2022	\$216,500.00	100	[REDACTED]	[REDACTED]	\$216,500.00

H. Winston Parker
Director of Retention and Client Services, American Tax Service (ATS)

1(800)518-7691 323-499-3158

americantaxservice.com

wiparker@atstaxgroup.com

101 Convention Center Drive STE 1200 Las Vegas NV 89109



IMPORTANT: The contents of this email and any attachments are confidential. They are intended for the named recipient(s) only. If you have received this email by mistake, please notify the sender immediately and do not disclose the contents to anyone or make copies thereof.

GX 667

**June 2024 Text
Conversation - Selb and
Hanna**

FTC-ATS-3532 to -3544



From: +17143761541 Karim Hanna
Timestamp: 6/10/2024 4:47:17 PM(UTC-7)
Source App: Native Messages
Body:
It's coming I won't let you down

From: +13236007787 Terry Selb (owner)
Timestamp: 6/10/2024 4:48:11 PM(UTC-7)
Source App: Native Messages
Body:
Did u know that Joey has done a couple of half baked upsells for us?

From: +13236007787 Terry Selb (owner)
Timestamp: 6/10/2024 4:48:27 PM(UTC-7)
Source App: Native Messages
Body:
In the last 2 weeks.

From: +13236007787 Terry Selb (owner)
Timestamp: 6/10/2024 4:48:50 PM(UTC-7)
Source App: Native Messages
Body:
And I fired Jeff Lane today

From: +17143761541 Karim Hanna
Timestamp: 6/10/2024 4:50:48 PM(UTC-7)
Source App: Native Messages
Body:
Well, I know that Joey was on the Saturday call and so I didn't know he was in the database until then he's doing the Patrick Oaks closes and then as far as Sam well I don't blame you for doing that

From: +13236007787 Terry Selb (owner)
Timestamp: 6/10/2024 4:51:15 PM(UTC-7)
Source App: Native Messages
Body:
I am not sure I trust Joey...

From: +17143761541 Karim Hanna
Timestamp: 6/10/2024 4:53:22 PM(UTC-7)
Source App: Native Messages
Body:
What respect with your data?

From: +13236007787 Terry Selb (owner)
Timestamp: 6/10/2024 5:01:04 PM(UTC-7)
Source App: Native Messages
Body:
He just seems kind weird

From: +13236007787 Terry Selb (owner)
Timestamp: 6/10/2024 5:01:28 PM(UTC-7)
Source App: Native Messages
Body:
And I think you intimidate him.

From: +13236007787 Terry Selb (owner)

Timestamp: 6/10/2024 5:06:45 PM(UTC-7)

Source App: Native Messages

Body:

He just acts kind of shady

From: +17143761541 Karim Hanna

Timestamp: 6/10/2024 7:24:35 PM(UTC-7)

Source App: Native Messages

Body:

I am not how I can speak to that I mean, we don't trust them I would reconsider putting them in the database

From: +17143761541 Karim Hanna

Timestamp: 6/11/2024 12:16:11 PM(UTC-7)

Source App: Native Messages

Body:

We're working on a six figure upsell right now, but the man is old and cannot find all his account numbers so so give me a little time that should be in soon and in the meantime, we sent a request to have John Matthews login or John Matthews reactivated, but I got no response from anybody. Can you help me?

From: +13236007787 Terry Selb (owner)

Timestamp: 6/11/2024 12:36:40 PM(UTC-7)

Source App: Native Messages

Body:

I was told he was logged in

From: +17143761541 Karim Hanna

Timestamp: 6/11/2024 12:37:10 PM(UTC-7)

Source App: Native Messages

Body:

We never received any access

From: +17143761541 Karim Hanna

Timestamp: 6/12/2024 3:31:41 PM(UTC-7)

Source App: Native Messages

Body:

Hey there Terry I know I'm picking out a sore subject, but I'm still going to bring this up because I completely 110% believe in it. It's been quite some time since our troublemakers are gone. I think we should run dialers on everything going forward after after they were fired And I'm talking about Tom Ford and Keith Hamilton

From: +17143761541 Karim Hanna

Timestamp: 6/12/2024 3:32:23 PM(UTC-7)

Source App: Native Messages

Body:

I just think there's a lot of gold and some of those cases that are diggers are not looking at our dialing that can be discovered upon hitting them on the dialer

From: +17143761541 Karim Hanna

Timestamp: 6/12/2024 3:33:15 PM(UTC-7)

Source App: Native Messages

Body:

Even if we just took out all the Keith Hamilton and Tom Ford cases and we would kill it

From: +13236007787 Terry Selb (owner)

Timestamp: 6/12/2024 3:33:22 PM(UTC-7)

Source App: Native Messages
Body:
Let's discuss tomorrow morning

From: +13236007787 Terry Selb (owner)
Timestamp: 6/12/2024 3:33:50 PM(UTC-7)
Source App: Native Messages
Body:
I am tied up in a manager meeting

From: +17143761541 Karim Hanna
Timestamp: 6/12/2024 3:34:36 PM(UTC-7)
Source App: Native Messages
Body:
OK, enjoy

From: +17143761541 Karim Hanna
Timestamp: 6/17/2024 2:03:17 PM(UTC-7)
Source App: Native Messages
Body:
Hey Terry can we revisit a dialer?
Or expand the deal desk I would like to get more calls.
The deal desk does work pretty good but we need more volume

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 2:45:25 PM(UTC-7)
Source App: Native Messages
Body:
Take a look at case 345537

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 2:46:23 PM(UTC-7)
Source App: Native Messages
Body:
I want to kill this loan deal , unwind the Upseller's and have you guys go in for the big money. What do you think?

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 2:46:55 PM(UTC-7)
Source App: Native Messages
Body:
Are you back from vacation ?

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 2:47:26 PM(UTC-7)
Source App: Native Messages
Body:
Yes I got back this morning

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 2:48:04 PM(UTC-7)
Source App: Native Messages
Body:
Nicole has two huge cases cooking one already made the transfer for 130k but she's bed ridden and can't take the addendum to the door and the other one 330k just waiting on a signed addendum.

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 2:49:28 PM(UTC-7)
Source App: Native Messages
Body:
345537 needs a 433a

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:12:44 PM(UTC-7)
Source App: Native Messages
Body:
We have about 400k sitting out there should be in Tom.

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:15:27 PM(UTC-7)
Source App: Native Messages
Body:
This is not intended as "snarky" but I am feeling a little nervous about this surge of large addserv. Greg tells me they are clean but I haven't actually listened to any of them. I just wanted to to make sure we aren't walking unknowingly into a Kieth Hamilton trap.....

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:16:29 PM(UTC-7)
Source App: Native Messages
Body:
Well Terry, listen to them

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:16:42 PM(UTC-7)
Source App: Native Messages
Body:
How long have you known me?

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:17:09 PM(UTC-7)
Source App: Native Messages
Body:
It's not about you .

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:17:42 PM(UTC-7)
Source App: Native Messages
Body:

What comes out of my office is my responsibility and and I'm not running though Keith Hamilton circus over here

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:18:18 PM(UTC-7)
Source App: Native Messages
Body:
This lady is about to close on \$7 million worth of property and owes hundreds of thousands of dollars

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:18:29 PM(UTC-7)
Source App: Native Messages
Body:

It's clean

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:19:37 PM(UTC-7)
Source App: Native Messages
Body:

All I am saying is that I have been blinded by the big upsale deals by people like Tom Ford, among others and I just want to make sure that we have our blinders off.....

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:19:41 PM(UTC-7)
Source App: Native Messages
Body:

I guarantee you'll never hear any of our clients say I thought the money went to the IRS

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:20:21 PM(UTC-7)
Source App: Native Messages
Body:

The farmer , for example is an understandable big hit because farmers can be quite lucrative

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:21:49 PM(UTC-7)
Source App: Native Messages
Body:

But this guy is like 85 years old and we can get blindsided by adult children lurking in the shadows etc.... I am not complaining....and it's not about lacking confidence in you

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:22:47 PM(UTC-7)
Source App: Native Messages
Body:

It's just exercising a small degree of caution and I am sure you have kept an eye on things but a second set of eyes and ears cannot hurt.

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:23:12 PM(UTC-7)
Source App: Native Messages
Body:

Hi, welcome to a second set of eyes. I don't have any problem with that.

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:24:05 PM(UTC-7)
Source App: Native Messages
Body:

And I train everybody here to dig for third basis that could possibly pop up

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:24:21 PM(UTC-7)
Source App: Native Messages
Body:

That's all I am saying.... Greg doesn't really understand upselling but he has assured me that he has monitored a few and he is backing you 100%

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:24:32 PM(UTC-7)

Source App: Native Messages

Body:

Not to say that'll never happen, but we avoided as much as possible

From: +13236007787 Terry Selb (owner)

Timestamp: 6/19/2024 5:25:30 PM(UTC-7)

Source App: Native Messages

Body:

It's the third base blindside type thing that concerns me. On the other hand you have clearly trended away from loans which is extremely good for the company

From: +13236007787 Terry Selb (owner)

Timestamp: 6/19/2024 5:25:40 PM(UTC-7)

Source App: Native Messages

Body:

I hate those loans

From: +17143761541 Karim Hanna

Timestamp: 6/19/2024 5:26:33 PM(UTC-7)

Source App: Native Messages

Body:

Oh no, I hate loans too. We're going for the cash and I would prefer to be a lot more consistent though and that's why I wanted to raise the dialer question again we can keep everybody on the phone all the time I can consistently write big numbers every day.

From: +13236007787 Terry Selb (owner)

Timestamp: 6/19/2024 5:28:07 PM(UTC-7)

Source App: Native Messages

Body:

That will require a collaborative discussion . I am quite interested in keeping your guys as busy as possible.

From: +17143761541 Karim Hanna

Timestamp: 6/19/2024 5:28:39 PM(UTC-7)

Source App: Native Messages

Body:

OK, let's talk in the morning. I'm exhausted.

From: +13236007787 Terry Selb (owner)

Timestamp: 6/19/2024 5:38:29 PM(UTC-7)

Source App: Native Messages

Body:

Me2

From: +13236007787 Terry Selb (owner)

Timestamp: 6/19/2024 5:38:55 PM(UTC-7)

Source App: Native Messages

Body:

But I think you are building an impressive small army

From: +17143761541 Karim Hanna

Timestamp: 6/19/2024 5:44:13 PM(UTC-7)

Source App: Native Messages

Body:

That was my vision and I'm doing everything I can to make sure that I accomplish that at the same time. Make sure that what we sell. We keep the money on. Thank you for the recognition that would have a lot

of work to do.

From: +17143761541 Karim Hanna
Timestamp: 6/19/2024 5:44:52 PM(UTC-7)
Source App: Native Messages
Body:
Meant to say we still have a lot of work to do

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:48:32 PM(UTC-7)
Source App: Native Messages
Body:
BTW " nat/tax " is all but washed up and Anthem Tax has been losing money for 9 months there are handful of companies that are surviving this war of attrition

From: +13236007787 Terry Selb (owner)
Timestamp: 6/19/2024 5:50:09 PM(UTC-7)
Source App: Native Messages
Body:
I have had several owners of small tax companies approach me in the last two months about taking over their companies and I have told each owner that our strategy is not to buy them. We just want to put them out of business

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 9:42:56 AM(UTC-7)
Source App: Native Messages
Body:
Fuck these banks are killing our deals. 176k Vegas 893861 banker asked for contract while we where doing verification he already transferred the money

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 10:13:50 AM(UTC-7)
Source App: Native Messages
Body:
I find it ironic that we were just talking about that farmer last night.....

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 10:14:27 AM(UTC-7)
Source App: Native Messages
Body:
Do you want me to change something or what do you need me to do?

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 10:15:41 AM(UTC-7)
Source App: Native Messages
Body:
I think we need to just maintain protocols (for checks) and this is a good example of WHY we need them. Nicole was doing the right thing

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 10:16:43 AM(UTC-7)
Source App: Native Messages
Body:
Well, the protocol is there should not be any interaction with the bankers

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 10:18:01 AM(UTC-7)
Source App: Native Messages
Body:

The problem always occurs when we have to talk to a banker and when the client doesn't have a statement or a screenshot of the balance in their account at forces us to communicate with the banker and that's when the deals get blown

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 10:19:20 AM(UTC-7)
Source App: Native Messages
Body:

Right now we have another \$67,000. Client texted monies in the account. Please take it. Client is at a funeral. We tried to get them on the line to do a fund verification we couldn't so we called the bank and the client and the bank said that they need the client on the line before they can tell us if the funds are available, so we have to wait

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 10:20:15 AM(UTC-7)
Source App: Native Messages
Body:

Then we have another case \$330,000. Client made the transfer with Nicole on the line but this lady is deathly ill and every time we send a curry over there she can't even make it to the door to give the signed addendum.

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 10:20:59 AM(UTC-7)
Source App: Native Messages
Body:

The last time we sent the courier there she fell and broke her hip on her way to the door to answer the door to sign. The paperwork for the courier ended up in the hospital for two weeks.

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 11:36:55 AM(UTC-7)
Source App: Native Messages
Body:

I just emailed you

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:16:26 PM(UTC-7)
Source App: Native Messages
Body:

The bank blew the farmer deal

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:18:02 PM(UTC-7)
Source App: Native Messages
Body:

Fuck

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:19:37 PM(UTC-7)
Source App: Native Messages
Body:

Nicole and Paul worked their ass off on that. I just called and he had a completely different tone said that we are under investigation and this deal is done and hung up

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:20:07 PM(UTC-7)
Source App: Native Messages
Body:
Good thing we have protocols

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:20:27 PM(UTC-7)
Source App: Native Messages
Body:
But that fucker is still in deep tax trouble

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:20:52 PM(UTC-7)
Source App: Native Messages
Body:
Agree, but this takes the wind out of us

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:21:27 PM(UTC-7)
Source App: Native Messages
Body:
We are still running 167,000 today and 99+99 the next two days

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:22:20 PM(UTC-7)
Source App: Native Messages
Body:
Liked "We are still running 167,000 today and 99+99 the n..."

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:23:25 PM(UTC-7)
Source App: Native Messages
Body:
On Jeff's case it's 45,000 not 67 my mistake

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:25:40 PM(UTC-7)
Source App: Native Messages
Body:
Terry do not run anything on that 300,000 until we get the signed addendum back. Nicole is adamant about not running it until the contract is back.

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:27:53 PM(UTC-7)
Source App: Native Messages
Body:
She wants the deal to be solid, so please do not run anything until we get that contract back

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:42:28 PM(UTC-7)
Source App: Native Messages
Body:
Don't tell her this but we need to start running it over the next two days... I have another good one for you

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:42:36 PM(UTC-7)
Source App: Native Messages
Body:
895712

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:42:49 PM(UTC-7)
Source App: Native Messages
Body:
Talk to me zFIRST

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:43:09 PM(UTC-7)
Source App: Native Messages
Body:
She has 150k sitting in the bank and is ez

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:48:24 PM(UTC-7)
Source App: Native Messages
Body:
Nicole said if it gets run and the deal blows, she's gonna be very mad

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:49:08 PM(UTC-7)
Source App: Native Messages
Body:
Give Nicole to the end of the day

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:49:26 PM(UTC-7)
Source App: Native Messages
Body:
Have the facts changed since we last spoke?

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:49:49 PM(UTC-7)
Source App: Native Messages
Body:
No, all that all that is absolutely absolutely accurate but this lady is a wildcard and if we don't have a signed contract, she doesn't want to take the chance

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:51:40 PM(UTC-7)
Source App: Native Messages
Body:
We have until the end of the day tomorrow to pull it if she still feels that way. I know this bitch the problem Keith had was getting her to move money around it took weeks

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 12:52:06 PM(UTC-7)
Source App: Native Messages
Body:
Once she moves the money it's good to go. That was the hard part

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 12:54:13 PM(UTC-7)
Source App: Native Messages
Body:
Let's give Nicole to the end of the day

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 4:53:07 PM(UTC-7)
Source App: Native Messages
Body:
I just listened to Nicole's most recent 212,000 Upsell and I must say it was brilliant

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 4:54:10 PM(UTC-7)
Source App: Native Messages
Body:
She's the real deal, Terry. I've been trying to tell you that she doesn't need much coaching as far as her closing skills are concerned I've hung those in with her and she's come along way in a very short time and not only that she helps everybody in my office.

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 6:40:43 PM(UTC-7)
Source App: Native Messages
Body:
Terry, please do me a favor. Sean's been trying to get this done for a couple of days now John Peterson needs to be reactivated as soon as possible.

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 6:53:51 PM(UTC-7)
Source App: Native Messages
Body:
Why and when was John Peterson deactivated?

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 6:54:12 PM(UTC-7)
Source App: Native Messages
Body:
If you can quit and now wants to come back

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 6:54:25 PM(UTC-7)
Source App: Native Messages
Body:
He quit and now wants to sell again

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 6:55:23 PM(UTC-7)
Source App: Native Messages
Body:
Oic Well that's a simple fix. Remind me tomorrow morning and I will have Nik do that. He sits right next to me in LA

From: +17143761541 Karim Hanna
Timestamp: 6/20/2024 6:55:50 PM(UTC-7)
Source App: Native Messages
Body:

OK, I'll remind you in the morning

From: +13236007787 Terry Selb (owner)
Timestamp: 6/20/2024 7:16:55 PM(UTC-7)
Source App: Native Messages
Body:
K

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:32:06 PM(UTC-7)
Source App: Native Messages
Body:
This is a huge farmer one for Nicole

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:32:40 PM(UTC-7)
Source App: Native Messages
Body:
Bobbie Chavez did a half baked upsale (take a look) this guy has shitloads of cash

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:32:51 PM(UTC-7)
Source App: Native Messages
Body:
He just needs Nicole to step in

From: +17143761541 Karim Hanna
Timestamp: 6/21/2024 3:33:06 PM(UTC-7)
Source App: Native Messages
Body:
Case #

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:33:36 PM(UTC-7)
Source App: Native Messages
Body:
893499

From: +17143761541 Karim Hanna
Timestamp: 6/21/2024 3:33:53 PM(UTC-7)
Source App: Native Messages
Body:
On it

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:34:01 PM(UTC-7)
Source App: Native Messages
Body:
If she wants some help unwinding Chavez' upsell let me know

From: +17143761541 Karim Hanna
Timestamp: 6/21/2024 3:34:08 PM(UTC-7)
Source App: Native Messages
Body:
K

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:36:53 PM(UTC-7)
Source App: Native Messages
Body:
Have Nicole speak to me about this

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:41:50 PM(UTC-7)
Source App: Native Messages
Body:
For sure have her talk to me

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:41:56 PM(UTC-7)
Source App: Native Messages
Body:
Ok?

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:45:37 PM(UTC-7)
Source App: Native Messages
Body:
I am not kidding this is a super good one

From: +17143761541 Karim Hanna
Timestamp: 6/21/2024 3:48:43 PM(UTC-7)
Source App: Native Messages
Body:
Alright give us few minutes

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 3:49:48 PM(UTC-7)
Source App: Native Messages
Body:
No rush

From: +17143761541 Karim Hanna
Timestamp: 6/21/2024 4:31:08 PM(UTC-7)
Source App: Native Messages
Body:
Client didn't pick up note Nicole will call you about them in the morning

From: +17143761541 Karim Hanna
Timestamp: 6/21/2024 4:38:09 PM(UTC-7)
Source App: Native Messages
Attachments:
#1: files\image\Screenshot 2024-06-21 at 4.37.44_PM.heic
Body:

From: +13236007787 Terry Selb (owner)
Timestamp: 6/21/2024 4:53:16 PM(UTC-7)
Source App: Native Messages
Body:
Dont make Nicole be afraid of me. I can give her solid stuff she can use on these deals

GX 668

**September 2024 Text
Conversation - Selb,
Bennett, and Paragh**

FTC-ATS-3545 to -3553



From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 5:50:14 PM(UTC-7)
Source App: Native Messages

Body:
I don't know about this..... if that goes south in 5 days or 5 months it would not be pretty

From: +15166108929 Greg Paragh
Timestamp: 9/18/2024 5:51:05 PM(UTC-7)
Source App: Native Messages

Body:
The client been with us quite some time and him and his dad paid us a total of 400 K already

From: +15166108929 Greg Paragh
Timestamp: 9/18/2024 5:51:18 PM(UTC-7)
Source App: Native Messages

Body:
And tax prep and Bell team have relationship with him and Dad

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 5:53:10 PM(UTC-7)
Source App: Native Messages

Body:
What does Herbert say about the relationship...?

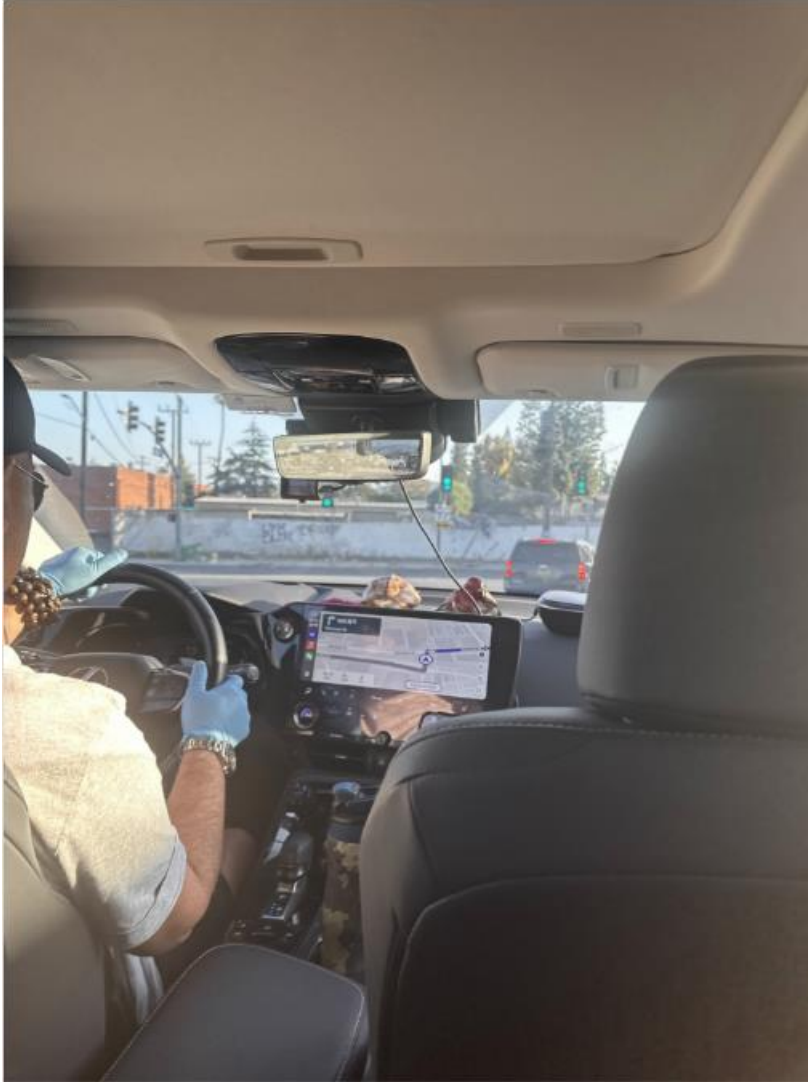
From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 5:54:07 PM(UTC-7)
Source App: Native Messages

Body:
Give me the case number and I will look at it when I get home in about 30 minutes

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 5:54:19 PM(UTC-7)
Source App: Native Messages

Attachments:
#1: files\Image\74840005205__EB17AFB5-4766-431E-AAB4-021BF8F67263.heic

Body:



From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 5:54:59 PM(UTC-7)

Source App: Native Messages

Body:

We sold them deliverables

From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 5:55:08 PM(UTC-7)

Source App: Native Messages

Body:

Mostly

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 5:55:34 PM(UTC-7)

Source App: Native Messages

Body:

How do you feel, Tyler?

From: +15166108929 Greg Paragh

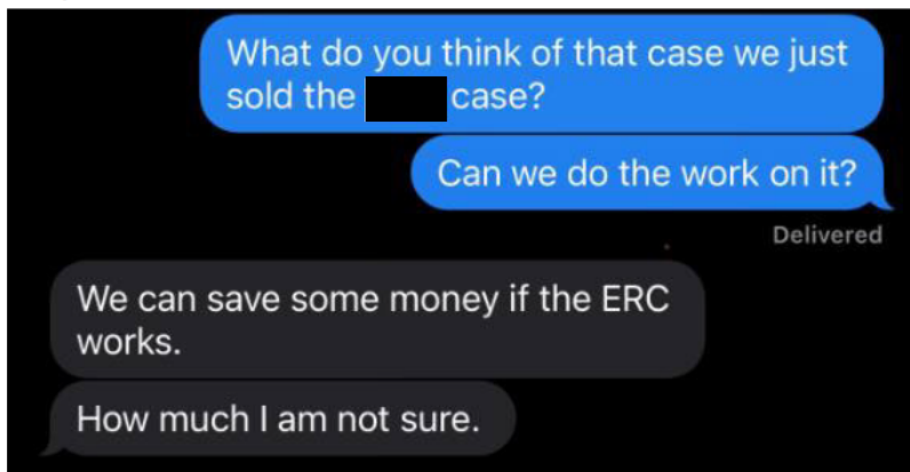
Timestamp: 9/18/2024 6:00:41 PM(UTC-7)

Source App: Native Messages

Attachments:

#1: files\Image\IMG_2031.heic

Body:



From: +15166108929 Greg Paragh

Timestamp: 9/18/2024 6:00:58 PM(UTC-7)

Source App: Native Messages

Body:

Herbert thoughts on the case

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:01:30 PM(UTC-7)

Source App: Native Messages

Body:

Mmmm

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:02:21 PM(UTC-7)

Source App: Native Messages

Body:

Greg I am not sure about this..... I wonder what client expectations are

From: +15166108929 Greg Paragh

Timestamp: 9/18/2024 6:03:15 PM(UTC-7)

Source App: Native Messages

Body:

I'll listen to the phone call again and see

From: +15166108929 Greg Paragh

Timestamp: 9/18/2024 6:03:23 PM(UTC-7)

Source App: Native Messages

Body:

Cause I was listening to it with Herbert

From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 6:09:59 PM(UTC-7)

Source App: Native Messages

Body:

Yikes

From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 6:10:09 PM(UTC-7)

Source App: Native Messages

Body:

Lets make sure its legit

From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 6:10:19 PM(UTC-7)

Source App: Native Messages

Body:

It is a rich young client 1996

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:11:14 PM(UTC-7)

Source App: Native Messages

Body:

Let's not run anymore today discuss in the morning

From: +15166108929 Greg Paragh
Timestamp: 9/18/2024 6:27:23 PM(UTC-7)
Source App: Native Messages
Body:
I just finished listening to the whole call

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 6:27:43 PM(UTC-7)
Source App: Native Messages
Body:
And..?

From: +17253123514 Tyler Bennett (owner)
Timestamp: 9/18/2024 6:27:51 PM(UTC-7)
Source App: Native Messages
Body:
?

From: +15166108929 Greg Paragh
Timestamp: 9/18/2024 6:28:37 PM(UTC-7)
Source App: Native Messages
Body:
It's a bit abrasive

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 6:28:55 PM(UTC-7)
Source App: Native Messages
Body:
Oh oh

From: +15166108929 Greg Paragh
Timestamp: 9/18/2024 6:28:58 PM(UTC-7)
Source App: Native Messages
Body:
They mentioned a possibility of going to jail if the problem isn't taken care of

From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 6:29:43 PM(UTC-7)

Source App: Native Messages

Body:

Jesus christ

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:29:49 PM(UTC-7)

Source App: Native Messages

Body:

Well fear based selling is actually the safest kind of upsell

From: +15166108929 Greg Paragh

Timestamp: 9/18/2024 6:29:54 PM(UTC-7)

Source App: Native Messages

Body:

They mentioned a possibility of going to jail

From: +15166108929 Greg Paragh

Timestamp: 9/18/2024 6:30:07 PM(UTC-7)

Source App: Native Messages

Body:

He fully understand it's for legal fees

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:30:12 PM(UTC-7)

Source App: Native Messages

Body:

As long as the fear remains

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:30:34 PM(UTC-7)

Source App: Native Messages

Body:

He has to be guided and " protected " by us

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:30:41 PM(UTC-7)

Source App: Native Messages

Body:

He has to feel safe

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 6:31:02 PM(UTC-7)
Source App: Native Messages

Body:

Otherwise it goes south faster than you can say unauthorized

From: +15166108929 Greg Paragh
Timestamp: 9/18/2024 6:31:05 PM(UTC-7)
Source App: Native Messages

Body:

He's been a client since 2022 and belts team has up sold him all seven times

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 6:31:36 PM(UTC-7)
Source App: Native Messages

Body:

That means the guy is stupid and crazy

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 6:31:55 PM(UTC-7)
Source App: Native Messages

Body:

Actually those clients are least likely to go south

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 6:32:16 PM(UTC-7)
Source App: Native Messages

Body:

They are conditioned

From: +13236007787 Terrance Selb
Timestamp: 9/18/2024 6:32:35 PM(UTC-7)
Source App: Native Messages

Body:

██████████, Tyler

From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 6:32:46 PM(UTC-7)

Source App: Native Messages

Body:

Oh yes i agree

From: +17253123514 Tyler Bennett (owner)

Timestamp: 9/18/2024 6:33:08 PM(UTC-7)

Source App: Native Messages

Body:

Thats what i told nicole and bell to play off of as well since he was from i fowars

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:33:24 PM(UTC-7)

Source App: Native Messages

Body:

I soaked him for 1.2 million over two years

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:33:33 PM(UTC-7)

Source App: Native Messages

Body:

And he was happy

From: +15166108929 Greg Paragh

Timestamp: 9/18/2024 6:33:54 PM(UTC-7)

Source App: Native Messages

Body:

I'll send both you guys a recording too so you guys can call

From: +15166108929 Greg Paragh

Timestamp: 9/18/2024 6:34:01 PM(UTC-7)

Source App: Native Messages

Body:

It's definitely a fear base sale

From: +13236007787 Terrance Selb

Timestamp: 9/18/2024 6:34:19 PM(UTC-7)

Source App: Native Messages

Body:

"I feel slightly better if we have hit him 7 times

GX 669

June 2025 Text Conversation - Selb, Bennett, and Paragh

FTC-ATS-3554 to -3560



From: +13236007787 Terrance Selb
Timestamp: 6/10/2025 8:12:08 AM(UTC-7)
Source App: Native Messages

Body:
I was just informed that someone invited Sean Porter back to the Hollywood office. Who extended this invitation?

From: +13239441010 Tyler Bennett (owner)
Timestamp: 6/10/2025 8:38:00 AM(UTC-7)
Source App: Native Messages

Body:
I did

From: +13239441010 Tyler Bennett (owner)
Timestamp: 6/10/2025 8:39:27 AM(UTC-7)
Source App: Native Messages

Body:
We want ats upsellers

From: +15166108929 Greg Paragh
Timestamp: 6/10/2025 12:07:00 PM(UTC-7)
Source App: Native Messages

Body:
To join the video meeting, click this link: <https://meet.google.com/bkx-xgrh-yng>
Otherwise, to join by phone, dial +1 484-930-0353 and enter this PIN: 992 773 029#
To view more phone numbers, click this link: <https://tel.meet/bkx-xgrh-yng?hs=5>

From: +13236007787 Terrance Selb
Timestamp: 6/10/2025 6:04:43 PM(UTC-7)
Source App: Native Messages

Body:
I am catching the 7:30 am flight tomorrow morning back to vegas be in the office around 9

From: +15166108929 Greg Paragh
Timestamp: 6/11/2025 7:15:04 PM(UTC-7)
Source App: Native Messages

Body:

Just got off the phone with Arthur Julian

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:18:38 PM(UTC-7)

Source App: Native Messages

Body:

Chris Bell's team sounds like it's fallen apart

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 7:23:23 PM(UTC-7)

Source App: Native Messages

Body:

Hmmm

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 7:23:29 PM(UTC-7)

Source App: Native Messages

Body:

We should raid it

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:23:57 PM(UTC-7)

Source App: Native Messages

Body:

Chris Bell is telling everybody there that we don't pay on time and we don't pay people

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:24:10 PM(UTC-7)

Source App: Native Messages

Body:

And that they don't wanna be stuck there when we go down

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:24:40 PM(UTC-7)

Source App: Native Messages

Body:

They get paid 8% under 100 K when they hit 100 K they get 10%

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:24:58 PM(UTC-7)

Source App: Native Messages

Body:

They all know that we pay 15% to 20% but they all believe that we don't pay people

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:25:08 PM(UTC-7)

Source App: Native Messages

Body:

Are the Julian says Paul Franklin's ready to do a jump too

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 7:25:55 PM(UTC-7)

Source App: Native Messages

Body:

Let's grab em

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:26:03 PM(UTC-7)

Source App: Native Messages

Body:

I told him we'll jump on a call tomorrow

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 7:26:11 PM(UTC-7)

Source App: Native Messages

Body:

Liked "I told him we'll jump on a call tomorrow"

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:26:27 PM(UTC-7)

Source App: Native Messages

Body:

Chris Bell's trying to scare him so they don't jump

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 7:28:13 PM(UTC-7)

Source App: Native Messages

Body:

If we don't pay how was he getting paid lolol

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 7:28:23 PM(UTC-7)

Source App: Native Messages

Body:

Should be pretty easy to work out

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 7:28:38 PM(UTC-7)

Source App: Native Messages

Body:

He's telling me they've gotten paid late a few times and blamed it on us

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:19:36 PM(UTC-7)

Source App: Native Messages

Body:

I just saw these texts.....

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:20:05 PM(UTC-7)

Source App: Native Messages

Body:

We have to be careful because Hannah will go insane...

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:20:22 PM(UTC-7)

Source App: Native Messages

Body:

But let's get ready to rumble

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 8:20:36 PM(UTC-7)

Source App: Native Messages

Body:

Sounds like he already has

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 8:20:59 PM(UTC-7)

Source App: Native Messages

Body:

Paul Franklin and Arthur Julian are both friends and both of them are ready to leave

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:22:12 PM(UTC-7)

Source App: Native Messages

Body:

Like I said I do know Paul quite well... he is notorious in the industry for being a snake. He loves being hated.

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:24:47 PM(UTC-7)

Source App: Native Messages

Body:

I'm really trying hard to be patient but when our income is dropping to lowest levels I've seen in many years Johns take home was 6000 this pay period mine has been the lowest it's been in years. My patience is just kind of running out to be honest with you, Terry.

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:25:04 PM(UTC-7)

Source App: Native Messages

Body:

From Hannah last night

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:25:41 PM(UTC-7)

Source App: Native Messages

Body:

Johns TAKE HOME was ONLY six thousand dollars!!!!!!!!!!

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 8:28:51 PM(UTC-7)

Source App: Native Messages

Body:

How much did you take home in the last month terry ?

From: +15166108929 Greg Paragh

Timestamp: 6/11/2025 8:29:46 PM(UTC-7)

Source App: Native Messages

Body:

Bell is taking 14% of every upsell

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 8:30:38 PM(UTC-7)

Source App: Native Messages

Body:

Thats 56%

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 8:31:35 PM(UTC-7)

Source App: Native Messages

Body:

Ive run out of patience supporting him

From: +13239441010 Tyler Bennett (owner)

Timestamp: 6/11/2025 8:42:02 PM(UTC-7)

Source App: Native Messages

Body:

To use the cheapest stupid people to screw up our database

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:44:05 PM(UTC-7)

Source App: Native Messages

Body:

No wonder people started leaving greed always gets you .

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:44:55 PM(UTC-7)

Source App: Native Messages

Body:

I sure am glad I stopped that " fedex reimbursement " he wanted .

From: +13236007787 Terrance Selb

Timestamp: 6/11/2025 8:47:18 PM(UTC-7)

Source App: Native Messages

Body:

I don't think it would take much to get them to happily take 20%
