

# 1031 ADVISOR

Serving as Qualified Intermediary to Professional Advisors and their Clients since 1989



**Stephen L. Robison, J.D., LL.M.**  
**Strategic Property Exchanges, LLC** serves as Qualified Intermediary on Section 1031 Exchanges, including forward, reverse, improvement, personal property exchanges and parking arrangements. Tax opinions are included with all 1031 exchanges.

For more information or advice on potential 1031 contact us at 4500 Cooper Road, Cincinnati, Ohio 45242

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or email at

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**1031 ADVISOR IS FOCUSED ON HELPING YOU DISCOVER, DEVELOP AND IDENTIFY IDEAS TO WIN CLIENTS BY REDUCING THEIR TAXES AND INCREASING THEIR WEALTH.**

## How Do You Define Value in Section 1031 Exchanges

As a Qualified Intermediary (QI), I've noticed that sometimes in the 1031 world there is a tendency among a few advisors to place a higher priority on the amount of the fee charged by the QI than the value provided to both the client and the advisors. Depending on each person's perspective, "value" may be defined in a variety of ways and some definitions may be more appropriate than others.

### **Fair Market "Value" can be defined by five different standards.**

- 1. Fair market value of additional fees avoided.** Additional fees may be incurred for tax advice related to structuring the exchange. When Strategic Property Exchanges, LLC is part of the 1031 exchange, our Board Certified Tax Attorney provides you and your clients with comprehensive tax advice and strategies in connection with the Section 1031 exchange, at no additional charge. This advice is consistent with 1031 guidelines, and the exchange is structured in such a way as to obtain the most favorable tax consequences for your client. This advice includes income taxes, estate taxes, partnerships, corporate and business considerations, and state tax law considerations.
- 2. Fair market value of avoiding tax audits in the future.** By involving Strategic Property Exchanges, LLC as your partner in Section 1031 exchanges, our tax practices' extensive knowledge of IRS audit and tax litigation tactics avoids errors and misstatements in the preparation of documentation and of the proper tax reporting package for the client.
- 3. Fair market value of legal errors and omissions by the trusted advisors.** Attorneys handling Section 1031 exchanges can make costly mistakes in advising clients on Section 1031 exchanges simply because they are handling so many other matters. An new attorney client from Chicago inadvertently made a mistake that cost his firm a five figure penalty. A new attorney in town cost herself a four figure penalty on her first exchange [which might be her last!]. This penalty was ten times her fee for the exchange. You can rely on the full service guarantee of Strategic Property Exchanges, LLC to protect you and your firm from costly legal errors and omissions!
- 4. Fair market value of our Tax Opinion or "Sleeping Well at Night!"** Our Tax Opinion guarantees the tax results of your client's Section 1031 exchange with the IRS. After January 2003 only a full time Tax Attorney who is "knowledgeable in all areas of federal tax law" can give a tax opinion upon which your client can rely and protect him or herself from IRS penalties. Stephen L. Robison, JD., LL.M. is a full time tax attorney, and is one of sixteen attorneys in Ohio who are certified as Specialist in Federal Tax Law by the Ohio Bar Association. Why choose anyone else? If you don't ask yourself that question now, someone else may be asking that question in the future.
- 5. Fair Market Value of your Qualified Intermediaries not disclaiming.** If the Section 1031 exchange is done incorrectly, [as many are] and the other Qualified Intermediaries states that they have no liability [which is very common] the client will generally look to you to make them whole. Who are you going to call? Strategic Property Exchanges, LLC at **513-412-3483 !!!**