

## Help Your Charter Clients Avoid the Loss of Charter Expense Tax Deductions

Dear Charter Operator,

The first round of increased federal income tax rates was signed into law January 1, 2013. In many states, the current effective combined federal and state tax rates are 50% or more. In high tax states such as New York and California, the combined federal and state tax rates are over 55%.

This is only the first tax increase. More increases with higher tax rates or limitations on tax deductions will follow in the coming months.

**Problem:** Your charter clients may be losing valuable tax deductions when they charter your aircraft for business purposes because many tax preparers will not deduct business expenses without proper documentation that will sustain an IRS audit. This problem is further exacerbated by the fact that your charter clients may not know the proper documentation to submit to their tax preparers in order to claim bona fide tax deductions for the amounts that they spend at your charter operation.

**Solution:** Aviation Document Storage, LLC has developed an online documentation program that serves as an electronic vault to provide the type of documentation needed to substantiate bona fide business travel deductions to be claimed on your clients' federal and state income tax returns. When it is time for your clients' tax returns to be prepared, they and their tax preparers will have access to a uniform system of documentation which is already stood the test of audit by California taxing authorities.

By using our system, your clients can easily enter their travel expense documentation including copies of your invoices directly into their account by using tablets, laptops or other mobile devices.

In the event that your clients do not have the time or feel comfortable entering the information into our system, we have developed turnkey procedures whereby we will enter the information for them at an additional cost.

**Document Review:** We will periodically review your clients' documentation file at no additional cost. If we feel that the documentation is not adequate to support a tax deduction, we will contact them with our recommendations. Many have indicated that this service alone is worth the subscription price!

**Cost:** The annual subscription cost is \$2,000. There is no limitation as to the number of trips your charter clients can enter into the system during the subscription period. Assuming, that your clients have a combined federal and state tax rate of 50%, the annual after-tax cost of our program to your client is \$1,000.

Volume discounts are available to your clients when 5 or more of your charter clients enroll in the program during any 30 day period.

We invite you to call us at the contact number below so that we may discuss a customized program tailored specifically for your operation and your clients.

Website: [www.AviationDocumentStorage.com](http://www.AviationDocumentStorage.com)

Sales: 661 269-9434 (9 Am - 5 Pm Pacific Time, Monday - Friday)

Finally, please consider forwarding this email message to all of your charter clients.

**We can't make you do business with us, but the IRS can make you wish you had! SM**

To ensure compliance imposed by the IRS, we hereby inform you that any U.S. Federal Tax Advice contained in this communication is not written or tended to be used, and cannot be used, for the purpose of (i) avoiding penalties under the Internal Revenue Code or (ii) promoting, marketing, or recommending to another party any transaction or tax related matter(s).

If you don't wish to receive any email advertisements or tax updates from Aviation Document Storage LLC, please send us a reply email with the word [Unsubscribe](#) in the subject line.