


*Timing is Critical...  
State Cutbacks*

This will be a critical year for Florida property owners, particularly investors. The State is scratching for every dollar it can raise and isn't likely to do investors any favors. We have to battle for our rights and our true property values.



Jeff Smith's Seminar ...

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Jeff Smith's Seminar ...

“BEAT THE  
TAX MAN”

**Learn How to:**

**Reduce your property taxes from someone who has appealed property values for more than 20 years and has won approximately 88 percent of his appeals ...**

## *“Beat the Tax Man”*

Longtime Florida investor Jeff Smith offers his “Beat the Tax Man” seminar just in time for you to sharply reduce your property taxes.

Of the 34 students in a class in 2007, 28 reported an average savings of \$500 per house they appealed. A Daytona Beach area investor knocked more than \$400,000 in assessed value off his vacant land, saving him some \$10,000 in property taxes in one year. Another investor from a Tampa area class reduced his manufactured home park’s value from more than \$1.1M to \$800,000.

This one-day seminar comes with a text of over 90 pages, a powerpoint presentation with relevant photos to show what proof to gather and a re-creation of an actual Value Adjustment Board hearing. The hearing includes the complete text and evidence from both the petitioner (that would be you) and the property appraiser.

You will receive a completed Florida property assessed value appeal form (for your specific County) and a blank one you can follow as Jeff explains the form, line for line.

This seminar will teach you...

- Inside secrets and strategies to sharply lower your property taxes
- What to do before you buy a property
- How to build evidence for a winning case
- How to start smart
- How to understand your TRIM notice
- The Florida statute that governs your property assessment
- The eight critical points you can use to appeal
- Your petition — the danger spots and how to fill it out correctly
- The files — several cases Jeff won and how
- Common questions — Jeff answers them in the money book
- What never to do and why
- Complete reference section — includes forms, documents
- How to select what sales to use and why
- When you should separate your appeals
- Spend 30 minutes in your office and make \$500
- What you do each year on January 1st and why



You’ll learn how to deal with the property appraiser...

- What to do before you meet with the property appraiser
- How to build an almost ironclad case
- What you must ask for from the property appraiser
- Where the property appraiser usually goes wrong
- When to file and why
- What to give to the property appraiser as evidence and when
- What to do if your in-house meeting with the property appraiser goes badly
- When the property appraiser’s comparable sales don’t count
- How to win almost every time based on condition
- You have four chances to win each case — and it only takes one win to get it

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