

The Newsletter



# FAUCHER LAW

TAX & BANKRUPTCY

*Get Educated. Get Your Issue Resolved. Get Back to Living.*

## A Look at My Lawyering Approach



I added the red motto above when I redid FaucherLaw.com last year. No one comes to me with an “easy” issue. Tax audits and liens are intrusive, and the financial distress that makes people consider bankruptcy is stressful. **Almost every client has an unfortunate trigger to the financial problem they need resolved:** a divorce, job loss, failed business partnership, a dishonest or incompetent accountant or business manager, changing competition that forces a business owner to choose between filing payroll taxes or paying employees. Almost no one walks through my door because they were simply “irresponsible”. Bad luck contributes to every client’s issue. And most clients have never dealt with the bankruptcy courts or a tax agency before meeting me. That means potential clients need the following support to address their financial challenge.

### Honest Assessment of Whether and to What Extent Their Problem Can Be Solved.

Not everyone qualifies for bankruptcy or should use it even if they do qualify. And no one can guarantee how the IRS or FTB will respond to tax issues. Yet there are dozens of attorneys (particularly those advertising on tv or radio) who promise things they *know cannot be delivered* (such as an IRS Offer in Compromise for someone who still has decades of their work life ahead of them), collect outrageous fees, and claim surprise when the desired outcome isn’t achieved. This kind of abuse steams me. **I tell many prospective clients there’s little that I can do to help them, when that’s the truth** (read my Avvo and Google reviews for examples)! People rely on my expertise, so I owe them my best assessment, **even if that means I’m not hired.**

**Education So Client Makes Best, Most Cost-Effective Decision.** My best client is an educated one. Most people know little or nothing about how bankruptcy works, or how to approach an IRS audit. They can’t interview a tax or bankruptcy attorney without a basic understanding of the process. It’s important to educate clients on the range of options. I start by offering lots of tax and bankruptcy information on my website. I give away booklets I’ve authored. And I ask lots of questions and listen to the answers to get a sense of the unique issues people bring to me because there’s no such thing as one-size-fits all approach to tax or debt problems. I even coach clients on how to take care of their matter themselves if that makes sense. But, most of all, **I want informed clients because only the client can make the trade-off among possible solutions that best suits their needs and risk profile.**

### Empathetic, Judgment-Free Interactions.

Most of my clients have experienced financial trauma: a failed business, unfortunate financial decisions, personal problems that translated into a failure to file taxes for some time. Many people have shame about their issue. Some avoid addressing their issue for years to escape the guilt. That’s not helpful. They need information about available options. We all make mistakes or have bouts of bad luck. **It’s not my job to judge clients, or how they got into a financial bind. It is my job to help people deal with it.** Everyone deserves to be educated, to resolve their problem, and to get back to living without a cloud hanging over them. In May’s issue, I’ll present some Recent Client Success Stories to show how I apply my approach. **JDF**

### INSIDE STORIES

- Tea Talk
- Welcome our New Intern!
- Sebastian on Clients John Can’t Help
- Tandoori Chicken Recipe



## Tea Time With John

It's been a while since I waxed on about something other than audits, bankruptcy and fully funding the IRS. I used to devote more time to tea talk in *The Newsletter* but I've been neglectful in recent years. Let's amend that now.

I love tea. I drink 6-10 cups daily. There are at least 2 dozen types of tea next to my desk, and an electric water kettle so I don't waste any time walking to a sink for water when the urge for a cup strikes me. My family thinks this is obsessive and weird. I think it's genteel. More importantly, I love tea's taste. And its antioxidant properties. And the way it warms me up in cold weather and fills me up when I need to resist sugary snacks.

Sebastian loves our tea breaks, too. We kick back for a few minutes, savoring those first few sips (well, I sip, Sebastian sits – on my lap) and getting the restorative break needed to tackle more tax and bankruptcy problems for our clients. My favorite teas have changed over the years, but my current Top 3 are Earl Grey (for breakfast), Lapsang Souchong (when on hold with the IRS) and Silver Needle White (mid-afternoons). I recommend giving them a try sometime!

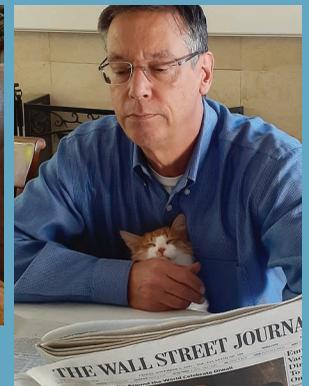


## New Faucher Law Intern!

Sebastian's annoyed: there's another Intern to train and supervise. But John's delighted. He and Karen fostered Milo and his littermates for the local animal shelter last spring. Milo was fascinated with the law, begging for John to explain the intricacies of when tax debt can be discharged in bankruptcy.

This pleased John enormously (such raw interest and talent). Done deal: kitten hired! Is the current Intern's fur ruffled by the competition? Not all at: she remains cool as a cat.

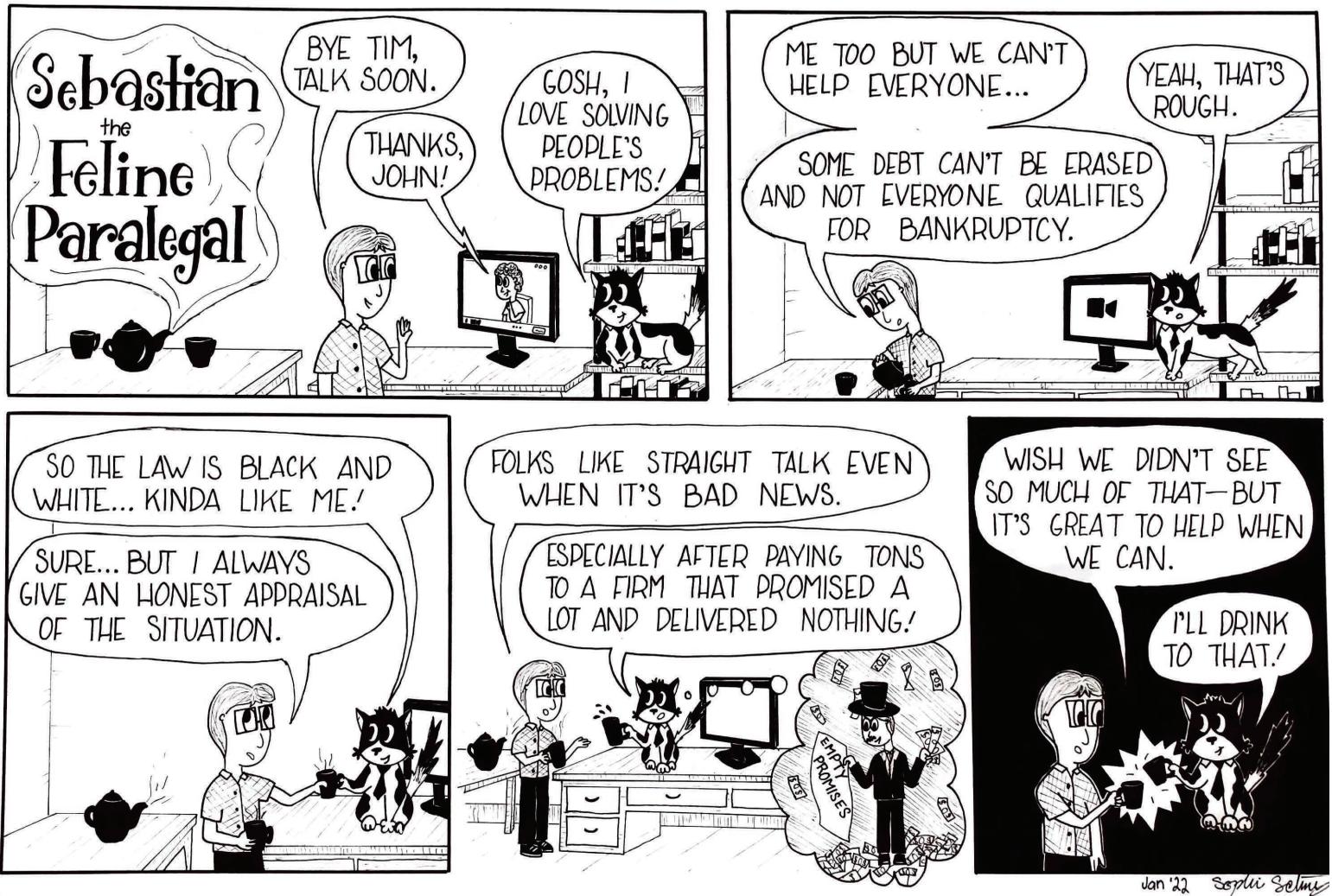
And, no, Milo won't be getting his own comic strip – that's reserved for star feline paralegal Sebastian.



## Worth a Thought...

"All men profess honesty as long as they can. To believe all men honest would be folly. To believe none so is something worse."

*-Pres. John Quincy Adams*



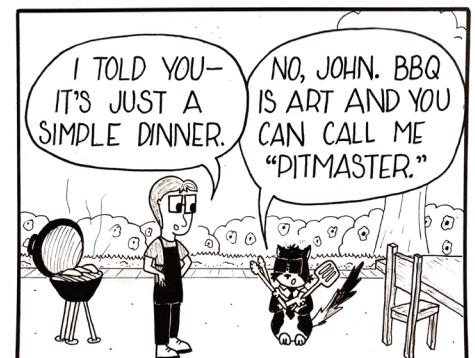
## Tandoori-Spiced Grilled Chicken

Plan ahead to marinate this chicken. You need to grill the chicken to get the smoky flavor and charred bits of meat – but I love my grill almost as much as my cast-iron skillet, so that’s no issue for me!

1 ½ lbs skinless, boneless chicken thighs	2 TBS lemon juice
3 cloves garlic, coarsely chopped	2 TBS plain or Greek yogurt
2 TBS canola or vegetable oil (neutral oil)	1 TBS water
1 ¼ cup cilantro leaves	½ tsp each: cumin, coriander, turmeric, paprika, red pepper flakes, salt & pepper
1-2 TBS coarsely chopped, peeled fresh ginger, or ½-1 tsp ground ginger	

### Instructions:

- In a food processor, pulse garlic and ginger until finely chopped. Add cilantro, oil, lemon juice, water, and all spices and puree until cilantro looks like tiny confetti. Add yogurt and mix briefly.
- In a zip top plastic bag, combine chicken and with the marinade and toss to coat. Refrigerate for minimum of 3 hours or overnight.
- When ready to cook, prepare grill for direct-heat grilling. Brush grates with oil. Place chicken (with marinade sticking to it) on grill and reduce heat to medium. Cook without moving until it develops grill marks, about 5-7 minutes. Flip chicken and repeat on other side. Internal temperature should be about 165 degrees. Serve with rice and salad.



Serves 3-4



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## WELCOME TO FAUCHER LAW

**John D. Faucher** worked for 10 years as an IRS trial attorney and has been in private practice since 2008. He and his team speak the legal language. They know the **tax and bankruptcy systems** and can help you get the best result. Have other legal issues? Call us. We'll find the lawyer who's right for you, your friends, or family.

**(818) 889-8080**  
**FaucherLaw.com**

## *Rainy Days & Debt Problems Get Most People Down But* **I Offer Shelter & Promise of a Sunnier Tomorrow**



**N**o potential clients walk into my office with a happy story. Their financial problems, and the causes of those problems, range from bad to terrible. Then I open a proverbial umbrella of solutions to debt and tax problems.

In this issue of **The Newsletter** I talk about my approach to lawyering – how do I deal with people who've run into truly bad luck and financial problems? Also inside, I revisit my love of tea, welcome another Faucher Law Intern, offer a tandoori chicken recipe, and Sebastian the Feline Paralegal and I show that telling the truth about someone's financial plight can actually be very helpful.