



Tax Credit Buyer Waitlist Options for 2018

As 2018 begins we will offer tax credits the same way as we did in 2017. There are three ways to save money on your Colorado taxes for 2018 and you get to choose how close to the front of the line you want to be!

We all appreciate that it's been **hard to get Colorado tax credits** the last couple of years. The buyer waitlist system we used prior to 2017 had not been fair to our buyers. If you didn't happen to be at your desk looking at your email when our open registration email went out and you responded at the end of the day versus right away, it made the difference as to whether you or your clients got credits or not. We came up with a new system in 2017 in hopes are to make the *process fair, transparent and encourage more supply*.

Three Levels of Credits

*Just like paying extra to skip the lift lines at the ski resort, you can now pay a little more to ensure the best chance to get credits for 2018 just like 2017. We will be offering three credit options – silver, gold and platinum. Pricing will be **89-90% for silver, 91-92% for gold and 93-94% for platinum**. The price depends on whether the credits are purchased before or after Halloween (Oct. 31).*

Platinum buyers will have first dibs at any available credits. When all platinum buyers have purchased credits or chosen to pass, we will offer credits to gold buyers. Then for the people who could 'take it or leave it' but are interested 'if the price is right', the silver option is available after all platinum and gold buyers have been offered credits.

Here's a quick update as to how 2017 has gone so far. Because the price of the platinum credits were high, we only anticipated that 10% or so of our buyers would choose this option. In fact, 33% of our buyers chose the platinum list making it hard to get to the gold list like we anticipated. We offered platinum buyers the opportunity to purchase credits or to pass on credits. *We expected more buyers would pass, especially early in the year, but as we offered credits to our platinum buyers in 2017 very few passed making it difficult to get through the platinum list.*

We had 42% of our buyers choose the gold list and to date we have not had the opportunity to offer credits to these folks. *As we round the corner into 2018, we do foresee more folks on the platinum list will begin to pass on credits, giving us hope to get to the people on the gold list.*

We don't anticipate making it to the silver list for 2017.

Open Enrollment Period

Rather than a hard and fast 'first come, first served' policy, we will now have a two week period of open enrollment when you can sign up yourself or your client/s to purchase credits. *Anyone who signs up between now and January 19, 2018 will be placed into separate lotteries for silver, gold and platinum. We will then put the buyers for each level in order based on the lottery and that will be the beginning of the priority list.*

Typically You'll Get 48 Hours to Respond

By having this lottery list, we will let buyers and their accountants know when they are up next so hopefully when credits are available, they will know immediately whether they are ready. If an accountant or buyer needs a little time to check with advisors, they will have 48 hours (excluding weekends) to respond before we go to the next buyer on the list. As you can imagine, at deadline times of the year, we won't be able to honor this. If you don't respond or don't choose to purchase, you will move to the bottom of the list for your level and we will circulate through the list until everyone has gotten credits or we reach April 15, 2019.

Accountants/Advisors Can Reserve 'Blocks' of Credits for their Clients

We understand it is hard to know in January which of your clients are going to need tax credits for the year. **We will allow accountants and wealth managers to reserve blocks of \$300K worth of credits for their clients without specifying which clients will be using them.** For example, if ABC Accounting Firm has clients who will need \$900K worth of Platinum credits and \$1.2M of Gold credits, they can reserve 3 Platinum blocks and 4 Gold blocks. Each block will be entered into the lottery separately and when we get to ABC's first block, they can match \$300K worth of clients and then we'll move on to the next buyer or accountant block.

Signing Up After Open Enrollment or Changing Levels

Not to worry, you can still get credits if you sign up after January 19, 2018. If you decide to sign up after open enrollment or change your level, you'll be placed at the bottom of the list for whichever level you sign up for. You will then be added into the rotation and will rotate through the list with the other buyers of your same level.

Attracting More Supply

Because of these price changes, we've been able to offer our sellers more money for their limited supply. Although we've been steadily increasing market share the last couple of years, we noticed a big increase in sellers in 2017 and hopefully that will continue through 2018 and beyond. Having more supply means you have more options to buy credits at the price that makes sense for you.

How Do I Sign Up?

Just send an **email to Sherri Fish at sherri@taxcreditconnection.com by 5 pm Friday, January 19, 2018** and let her know whether you'd like silver, gold or platinum and approximately how many credits you'd like (you can change this number at any time). We'll put you into the lottery and let you know your starting position on the waitlist the week of January 22 so you can plan accordingly.

Ask Us Questions Anytime

Give us a call or send us a note if you have questions about which level is best for you and your clients. We hope this will make things easier for you in the long run.

Thank you for working with us over the years during the ups and the downs. We look forward to continuing to serve you for many years to come.

For more information, please contact:

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This information is not intended to be legal or financial advice. Please consult your own advisor.