



The IRS Is Accelerating Collections â?? Why Tax Resolution Firms Should Prepare Now

Description

By James Schulze

This article discusses the IRSâ?? accelerated collection efforts and how it is likely to increase demand and competition for debt resolution services. It also makes the case for why debt resolution firms will want to start planning for increased demand by purchasing more tax debt leads and making operational adjustments to ensure more closed deals in this environment.

On July 1, 2026, the [IRS](#) released an updated version of its Collection Process Publication, providing taxpayers with a clearer roadmap of what happens when federal tax debt goes unpaid. While the publication itself isnâ??t a new law, it reflects the IRSâ?? renewed focus on automated collections and enforcement after several years of pandemic-related slowdowns.

For tax resolution firms, this update carries a much larger implication. As the IRS resumes a more aggressive collection process, more taxpayers are likely to feel pressure to resolve their tax debt before enforcement actions escalate. That pressure often translates into increased demand for tax resolution services (read our [blog](#), â??The IRS Trap â?? Why DIY Tax Resolution Is Dead And Demand For Help Is Sky Highâ?•).

The firms that prepare now â?? not after the notices begin arriving â?? will be better positioned to capitalize on that demand. Preparation includes increasing the purchase of tax resolution leads and adjusting scripts to practice closing deals before the renewed focus hits full effect.

The IRS collection timeline is moving faster

The IRS collection process has always followed a defined sequence, but the updated publication reinforces that the agency is returning to a more active collection posture. For taxpayers with unpaid balances, the process generally follows this path:

1. Initial balance due notices
2. Escalating collection notices
3. Notice of Federal Tax Lien
4. Final Notice of Intent to Levy (Letter 1058/LT11)
5. Wage garnishments
6. Bank account levies
7. Other collection actions

Once the Final Notice of Intent to Levy is issued, taxpayers generally have only 30 days to request a Collection Due Process hearing before the IRS can begin levy action. For many consumers, this is the point where tax debt shifts from being an inconvenience to becoming an immediate financial crisis. For tax resolution firms, it is time to shift from aged leads to real-time leads. As consumers realize collections are increasing, more opt-ins will be available. And, given consumer psychology, these leads could be easier to close.

Pressure creates action

Most taxpayers don't begin searching for tax resolution services after receiving their first IRS notice. They begin searching when the consequences become real, like when they are threatened with a:

- Pending wage garnishment
- Frozen bank account
- Federal tax lien

The possibility of enforced collections often creates the urgency needed for taxpayers to seek professional assistance. Tax resolution call transfers can help translate this consumer urgency into new tax resolution clients (read our [blog](#), "Tax Debt Leads Explained: Types, Intent, And How Buyers Use Them").

The updated IRS collection guidance serves as a constant reminder that the IRS intends to move taxpayers through the collection process in a structured and timely manner. This is great for buyers of tax resolution leads.

Why this benefits tax resolution firms

While increased IRS enforcement creates challenges for taxpayers, it often increases demand for qualified tax resolution professionals. As more consumers receive collection notices, tax relief firms may see increases in:

- Tax resolution inquiries
- Phone calls
- Online lead submissions
- Consultation requests
- Offer in Compromise evaluations
- Installment Agreement requests

Simply put, taxpayers who face enforcement are generally more motivated to take action than taxpayers who have been ignoring their tax debt for years. Higher consumer urgency often creates high-quality prospects. As this IRS rule change enters the news, a tax resolution firm can reactivate aged tax debt leads to take advantage of past dormant consumer interest.

Demand will increase, but so will competition

As enforcement activity grows, many tax resolution companies will respond by increasing their marketing budgets. Historically, increased advertiser demand can actually create a shortage of products like tax debt transfers. Companies that wait until the market becomes more competitive often find themselves paying higher prices for the same consumer, or not being able to acquire the needed marketing. Forward-thinking tax resolution firms should begin evaluating their lead generation strategies before demand accelerates.

Greater investment in leads requires better operations

Buying more tax resolution leads alone doesn't create growth. Successful firms combine lead generation with disciplined execution. As lead volume increases, organizations should review their:

- Sales scripting
- Speed-to-lead
- CRM automation
- Email deliverability
- A2P 10DLC registration
- Caller ID reputation
- Follow-up cadence
- Appointment scheduling

The IRS may create urgency, but operational excellence determines whether that urgency becomes revenue.

The best tax resolution firms will prepare before the market changes

One of the biggest mistakes companies make is waiting until demand has already increased before scaling their marketing. By that time:

- Lead prices may be higher.
- Competition may be stronger.
- Sales teams may already be overwhelmed.
- Marketing campaigns may take weeks to optimize.

The better strategy is preparing before enforcement activity reaches full speed. That means building lead inventory, refining sales scripts, improving marketing technology, and ensuring operational processes are ready to handle increased inquiry volume.

Looking beyond the cost per lead

When market conditions change, many firms become overly focused on finding the lowest cost per lead (CPL). Experienced tax resolution companies know a better metric is return on investment (ROI). A higher-priced lead that converts consistently will almost always outperform a cheaper lead that rarely results in signed clients. As IRS collections accelerate, firms should evaluate leads based on:

- Contact rates
- Consultation rates
- Signed engagement rates
- Cost per acquisition
- Return on advertising spend
- Lifetime client value

The goal isn't buying the cheapest lead. The goal is acquiring profitable clients.

Conclusion

The July 1, 2026 update to the IRS Collection Process Guide signals that the agency is returning to more active enforcement efforts. As automated notices resume and collection actions accelerate, more taxpayers may seek professional help before wage garnishments, bank levies, and other collection actions occur. For tax resolution firms, this represents an opportunity — not simply to buy more leads, but to prepare their organizations for increased demand. Companies that invest in quality tax resolution leads, efficient technology, disciplined sales processes, and rapid follow-up should be well positioned as IRS enforcement activity continues throughout 2026 and beyond. Are you ready to talk about how you can grow your tax debt sales pipeline?

About the author

James Schulze is the President and CEO of The Leads Warehouse, a marketing data company with over 20 years of experience in bringing lead generation solutions to companies selling into the home, automotive, financial, insurance, health and life, and legal sectors. He works directly with clients to optimize conversion strategies and ROI across multiple verticals.

Connect with James Schulze on LinkedIn:
<https://www.linkedin.com/in/james-l-schulze>

Read additional market analysis and commentary from James Schulze on Substack:
<https://jameslschulze.substack.com>

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Author

jimtlw-media