

About the Author

Richard M. Schickel began his 33-year career with the Internal Revenue Service as a tax collector, working the western suburbs of Chicago out toward the Mississippi River. He later moved to Tucson, AZ as a Senior Revenue Officer for Southern Arizona, where he now resides. During his tenure at the IRS, Richard was a mentor, coach and classroom instructor for hundreds of IRS Collection Employees. He wrote a book for the IRS called the "Asset Recovery Guide" on his own time, when attrition and retirements had reduced the ranks of tax collectors, at a time when bringing a new hire "up to speed" could take as long as three years. This book was about financial analysis in American industry and business markets. It was a very successful training tool and the Internal Revenue Manual Section 5.15.1 on Financial Analysis is based on this book. His work remains the basis for IRS Collection training on Financial Analysis. He documented existing information on tax collection methods, business appraisals, liquidations and offers in compromise, which was a way to save the culture of tax collectors, as there was no formal written record at the time. Richard was also an Expert Witness in IRS Collection Procedures and has testified in Federal Court for the United States. Richard has 65 Awards from the IRS and the Department of the Treasury including the Gallatin Award, the highest career service award for civilian employees. He was also given a Medal for Meritorious Service by the Secretary of the Treasury, Donald Regan, and received a commendation from President Ronald Reagan after saving an 8 year old girl from a burning house while on duty for the IRS. Richard later learned how to use his natural intuition in his IRS work to uncover assets that delinquent and criminal taxpayers had tried to hide. His investigations, testimony and gut instincts lead to many tax evasion and criminal tax investigations. He retired from the IRS in December, 2013 and founded [RMS Consulting LLC](#), a firm that helps people get out of trouble with the IRS.

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