



CLIENT CASE STUDY

NO. 03 • 2026

CONFIDENTIAL



CASE STUDY • MOBILE COMPACTION • SAN ANTONIO, TEXAS

FROM A RUDE AWAKENING TO **A PLAN.**

How Chris and Tiffany Traded Tax Season Stress for a Well
Coordinated Plan of Attack

“ And we had a rude awakening in 2025
where we owed six digits to the IRS.”

CHRIS AND TIFFANY • OWNERS, DUMPSTER CRUSHR

Quotes are word for word from Chris and Tiffany's client video interview. Figures supplied by Make Taxes Fair.

CLIENT

Chris & Tiffany

Owners

COMPANY

Dumpster Crushr

INDUSTRY

Mobile Compaction

LOCATION

San Antonio, Texas

AT A GLANCE

CHRIS AND TIFFANY ARE OPERATORS, NOT TAX PEOPLE.

Their business handed them a tax bill nobody had prepared them for.

What they wanted was a plan they could understand and control over where the business was headed.

CLIENT SNAPSHOT

CLIENT

Chris & Tiffany, Owners

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LOCATION

San Antonio, Texas

PREVIOUS SITUATION

Stress at tax time, no real sense of what they had gotten into, and a 2025 that ended with six digits owed to the IRS

BEFORE MTF

\$162,692 approx. federal tax liability

STRATEGIES IMPLEMENTED

10 to date

\$154,714

IN POTENTIAL SAVINGS FOUND

1

PLAN, ON A
CADENCE

0

GUESSING AT WHAT
COMES NEXT

Individual results vary. Savings depend on each client's facts, documentation and implementation.

THE PROBLEM IN ONE LINE

THEN 2025 ARRIVED AND PUT A **NUMBER** ON IT.

THE SHIFT IN ONE LINE

CONFIDENCE. UNDERSTANDING. **CONTROL.**

THE CHALLENGE

01 TWO OWNERS WHO DID NOT KNOW WHAT THEY WERE GETTING INTO.

Chris and Tiffany operate a mobile compaction company called Dumpster Crushr out of San Antonio. They know their work. The tax side of it was a different story.

“We were stressed out really bad. We didn't know really what we were getting into.”

CHRIS AND TIFFANY

THEN 2025 ARRIVED AND PUT A NUMBER ON IT.

“And we had a rude awakening in 2025 where we owed six digits to the IRS.”

CHRIS AND TIFFANY

Six digits. Not a line item they had planned for, and not a number anybody had walked them toward. Notice the order they tell it in. The stress came first. The bill confirmed it.

THE BLIND SPOT

Most owners recognize this. The tax cost of a good year stays in a blind spot until a return gets filed.

Tyler asked what they were trying to solve. The answer came in two halves, and only one was about money.

“We wanted to pay less to the IRS and try to figure out how we could operate the business better and not have the crazy tax bills.”

AND THE SECOND.

“I think we also wanted to feel confident in our tax strategy. And we wanted to have more understanding and better control of where we were going.”

**CONFIDENCE.
UNDERSTANDING.
CONTROL.**

Three things a tax bill cannot buy and a tax strategy can.

THE SOLUTION

02 A PLAN, A CADENCE, AND REGULAR CONTACT.

What changed is not one clever move. It is a continuous system.



Well, sure, we feel like we have a plan now. And we've been in touch with you guys on a regular basis. There's a cadence and a plan of where we're going."

CHRIS AND TIFFANY

Three separate things live in that sentence, and most owners are missing all three.

PILLAR · 01

A PLAN.

Not a return. It looks forward, while the year is still in front of you.

PILLAR · 02

REGULAR CONTACT.

Not one appointment in April.

PILLAR · 03

A CADENCE.

A rhythm they can count on, so the tax year stops being a surprise.

THAT IS THE LINE BETWEEN PREPARATION AND STRATEGY.

PREPARATION

Preparation records a year that already happened.

STRATEGY

Strategy is decisions made while the year can still be shaped.

The tax code is written specifically to reward owners who make those decisions on purpose, with documentation behind them.

**NONE OF IT IS
A SHORTCUT.**

The practical version: they stopped carrying the tax question by themselves. Somebody else is watching the calendar with them now, and the year gets shaped while there is still year left to shape.

THE RESULTS

03 CONFIDENCE, A STRATEGY, AND SAVINGS THEY HAD MISSED.

Ask what is different now and they lead with the feeling before the figure.



The confidence that we have now is crazy and so much better than it was. And we feel like we have a strategy and we're meeting that strategy."

CHRIS AND TIFFANY

Then the number, almost an afterthought.



And I'll just put in there, we were able to find \$25,000 in savings that we missed in 2025. So that's another reason we love you guys."

\$25,000

MISSED IN 2025, RECOVERED FROM 2025
FILINGS

\$154,714

IN POTENTIAL SAVINGS IDENTIFIED

Individual results vary. Savings depend on each client's facts, documentation and implementation.

They are careful about the year that is not finished. They do not declare victory on it. They will say how they feel about it.



And I feel confident that 2026 is gonna end a lot better than 2025."

A feeling about a year still in progress, said that way on purpose. It is what confidence sounds like when it rests on a plan instead of a hope.

WHAT SHIFTED

That \$25,000 is in addition to the current year's savings. Here is what shifted.

BEFORE	AFTER	WHAT SHIFTED
~~From stressed out~~	to confident.	The stress was never about procrastinating the things they knew had to be done. It was about not knowing. Once there was a plan they could see, the feeling changed.
~~From not knowing what they were getting into~~	to understanding and control.	Their own words for the goal, and they now talk like owners who can see where the year is headed.
~~From no plan~~	to a plan on a cadence.	Regular contact replaced the once-a-year reckoning, and the rhythm is much of the value.
~~From \$25,000 in savings they missed~~	to \$154,714 new savings found.	In their own telling, they were able to find \$25,000 in savings that they missed in 2025, sitting inside a year they had already lived through. Nobody had gone looking for it until somebody did. And, those same people identified another \$154,714 in potential savings that can only be obtained with proactive strategy BEFORE the year ends.

ADVICE

CHRIS AND TIFFANY'S ADVICE TO OTHER BUSINESS OWNERS

Tyler asked what they would tell another owner sitting on a large and climbing tax bill, still on the fence. The answer came fast.

“ Oh, I'd highly recommend you guys.”

They did not stop there, and the next part is why this story is worth telling.

“ Yeah, and I think the initial investment feels like a lot, but the savings will be great.”

“ Well, it'll be the reward of the investment.”

Chris and Tiffany said it unprompted: hiring a tax strategist costs money, and it feels like a lot in the moment you write the check. They looked at the plan and expect the savings to be worth it.

READY TO STOP BEING SURPRISED BY YOUR TAX BILL?

FRIENDS DON'T LET FRIENDS OVERPAY THE GOVERNMENT.

The first step is a conversation. No pressure, no obligation, just a clear look at where you stand and what a plan could look like.

YOU'RE A FIT IF

Make Taxes Fair works best with

- ✓ Business owners paying \$50,000 or more in annual federal taxes who want a plan they can understand instead of a return they cannot explain.
- ✓ Owners who will show up for a regular cadence and do the documentation that keeps a legal, audit-ready strategy defensible.

NOT A FIT IF

- ✗ You are hunting for loopholes, shortcuts, or a preparer who files in April and disappears.

Tax strategy is not passive and it is not free. Chris and Tiffany said that out loud: the initial investment feels like a lot, but the savings are worth it.

If the business is working while the tax side stays a blind spot, you are not alone. That was Chris and Tiffany in 2025.

It is not where they are today.

START A STRATEGY CONVERSATION TODAY →

VISIT

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