What is That Personal Tax Return Telling Me?
Part 1: Form 1040, Schedules B, C & D

CBW
Community Bankers of Wisconsin

Thursday, JANUARY 23, 2014
2:00 pm – 3:30 pm Central

In lending, cash flow is King! Unfortunately a borrower's tax return doesn't show cash flow. It shows the IRS a taxpayer's taxable income and allowable deductions. Those items are often quite different from cash flow. However, by decoding the tax forms, you can unscramble the tax incomes, find the positive cash flows, remove the phantom expenses, and replace them with real, negative cash flows.

This webinar will teach lenders how to replace tax incomes (which don't pay you back) with cash flows (which do). It will begin by ensuring you understand the incomes reported on Page 1 of Form 1040, including income from interest, divorce, retirement, and other sources. It will also cover Schedule B – Investment Interest Income; Schedule C – Profit or Loss from Sole Proprietorship; and Schedule D – Capital Gains and Losses. After completing this program, you will be able to confidently turn these tax forms into cash flow statements.

HIGHLIGHTS

- Schedule B: Interest and Dividends – Identify recurring and non-recurring income from interest and dividends
- Schedule B: Interest and Dividends – Finding and removing 'phantom' interest and dividend income that is 'passed through' from partnership or S Corp K-1s
- Schedule C: Sole Proprietorship – Identify hidden income and duplicated and hidden expenses
- Schedule D: Capital Gains and Losses – Differentiate between recurring and non-recurring income from gains on sales
- Forms 6252 and 4797: How to identify hidden income from installment sales

- **TAKE-AWAY TOOLKIT**
  - Complimentary copy of **Lenders Tax Analyzer**© software which allows lending professionals to obtain a borrower's real cash flow from a Form 1040, including income from rentals, self-employment, farms, partnerships, S Corporations, investments, etc. Three tax years are all linked on one report.
  - Employee training log
  - Quiz you can administer to measure staff learning and a separate answer key

DON'T MISS PART 2!
This program is the first of two in a series. Watch for
"What is That Personal Tax Return Telling Me? Part 2: Schedules E & F"
on Thursday, February 27, 2014.

Attendance verification for CE credits provided upon request.

WHO SHOULD ATTEND?
This informative session is designed for chief lending officers, CSRs, sales staff, brokerage staff, new accounts personnel, loan officers, loan underwriters, credit analysts, loan processors, branch managers, CEOs, and other key lending staff.

ABOUT THE PRESENTER – Tim Harrington, CPA, TEAM Resources
Tim Harrington is a Certified Public Accountant who specializes in working with community financial institutions. Since 1996, Tim has been President of TEAM Resources, a firm which provides consulting, strategic planning, and training from coast-to-coast.

A presenter at over 1,000 financial conferences, seminars, and webinars, Tim has provided consulting and training for hundreds of community financial institutions in nearly every state and four countries. Tim advises boards and senior management teams on strategy, profitability, and governance and works with staff on leadership and lending. In addition, he is a faculty member of three financial institution schools and is the author of the popular lending software "Lenders Tax Analyzer" and has taught lending personnel how to obtain monthly income from tax returns since 1992.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

Member Price **$230**
NonMember Price **$275**

The **live webinar** option allows you to have **one telephone connection for the audio portion and one Internet connection (from a single computer terminal)** to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials, including instructions, PIN number, and handouts will be emailed to you prior to the broadcast. You will need the most-current version of Adobe Reader available free at www.adobe.com.

☐ Check - This Option

2. ON-DEMAND WEB LINK & FREE CD ROM*

Member Price **$230**
NonMember Price **$275**

Can't attend the live webinar? The archived webinar is a recording of the live event, including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Approximately one week prior to the webinar, you will receive an email with the archived webinar link. This webinar link can be viewed anytime 24/7, beginning 6 business days **after** the webinar and will expire 6 months after the live program date.

As an added bonus, you will also receive a FREE audio/visual CD ROM.* The CD ROM includes the original audio/visual presentation, the question and answer sessions, and the handouts. Use the archived webinar or this "off-the-shelf" training program for those that could not attend the live seminar and for future training.

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3. BOTH LIVE WEBINAR & ON-DEMAND WEB LINK (INCLUDES FREE CD-ROM*)

Member Price **$300**
NonMember Price **$350**

Options 1 and 2

The archived webinar (including the free CD ROM) may ONLY be ordered for 6 months following the webinar. Neither the link nor CD will be available after this time.

***CD ROM for Mac and PC use only**

Convenient! Listen on your iPad, iPhone, Android - Instructions will be emailed to you with the on-demand link .

Note: All materials are subject to copyright. Transmission, retransmission, or republishing this webinar to other institutions or those not employed by your financial institution is prohibited. Print materials may be copied for eligible participants only.

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TO REGISTER

- ***By Mail: Community Bankers Financial Education, 455 S. Junction Road, Suite 101, Madison, WI 53719***
- By Fax: 608 / 833-8114 QUESTIONS - call 608/ 833-2384
- **On Line: Click Here Your Log-In ID Number is the same as your bank's FDIC Cert. Number.**

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