

Virginia Association of Community Banks

What is that Personal Tax Return Telling Me? Schedules E & F Rental Properties, Partnerships & S Corps, & Farm Income

WEBINAR – ON-DEMAND WEB LINK & FREE CD ROM

Thursday, March 25, 2010

3:00 pm – 4:30 pm Eastern

With the current economy, understanding the true cash flow of borrowers is important. This webinar will help take the mystery out of borrowers' personal income tax returns. Take the mystery out of borrowers' tax returns. No more guessing how much income your borrower is really earning. Learn how to identify actual cash flow quickly and reliably.

Usually cash flow and taxable income are different. Overestimating the income from a tax return can lead you to approve a weak loan that could eventually cost you tens of thousands of dollars. Conversely, underestimating income on a tax return can lead you to deny good loans that your bank and your customer need in this tough economy. This program will include many examples and will make the process of analyzing tax returns remarkably simple.

HIGHLIGHTS

- Schedule E Page 1
 - What is the real cash flow effect from a rental property?
 - Recognizing the effect of interest expense and principal paid on debt ratios and cash flow
- Schedule E Page 2
 - Partnerships – Learning that the information on the tax return is usually useless for a loan officer
 - Identifying ways to find the borrower's real cash flow from an S Corp
- Schedule F, Farm income
 - Picking up additional income that might be hidden in farm income

[DON'T MISS SCHEDULES B, C & D](#)

This program is the second of two in a series. Watch for

“Reading & Understanding Personal Tax Returns: Schedules B, C & D”

on Thursday, February 11, 2010.

If you missed it, you can order a CD recording of the live webinar, complete with handouts.

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to teach lending personnel how to analyze borrowers' tax returns to determine a reliable monthly income amount. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

WHO SHOULD ATTEND?

This informative session is designed for anyone in lending, including chief lending officers, CSRs, new accounts personnel, loan officers, loan underwriters, credit analysts, loan processors, branch managers, CEOs, and other key lending staff.

PLEASE NOTE: Your registration fee allows you to have **one telephone connection**. However, as many people as you like may listen from your office speaker phone. If you register for the webinar, your registration fee also includes **one internet connection** from a single computer terminal.

ABOUT THE PRESENTER – Tim Harrington, CPA, TEAM Resources

Tim Harrington is a Certified Public Accountant. Since 1992, he has taught lending personnel how to obtain monthly income from tax returns. Since 1996, Tim has been President of TEAM Resources, a firm which provides consulting, strategic planning, and training from coast-to-coast.

As a faculty member of two CUNA schools on finance and tax, Tim has consulted with, and provided training for, hundreds of financial institutions. In addition, he is the author of the popular lending software “Lenders Tax Analyzer.”

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

The **LIVE WEBINAR** registration 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 will be sent prior to the broadcast along with hookup instructions. Your pin number, hookup instructions and handouts will be emailed to you. You will need the most current version of Adobe Acrobat Reader available free at www.adobe.com.

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

Can't attend the live webinar? The ON-DEMAND WEB LINK** 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. Within 5 business days following the webinar, you will be provided with a web link that can be viewed anytime 24/7 for the next 6 months. This link will expire 6 months after the live program date. **But there's more . . . AS AN ADDED BONUS, you will also receive a FREE audio/visual CD ROM.*** The CD includes the original audio/visual presentation, the question and answer sessions, and the handouts. Use the on-demand link or this “off-the-shelf” training program for those that could not attend the live seminar and for future training.

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

Includes options 1 and 2 above

*CD Rom for PC use only

**All materials are subject to copyright and intended for your bank's use only.

Registration Form:	<i>What is that Personal Tax Return Telling Me? E & F</i>	March 25, 2010
		VACB 7204 Glen Forest Dr. Ste. 101 Richmond, VA 23226 (804) 673-8250 (804) 673-8251-Fax Email: kmallinger@vacb.org Web: www.vacb.org

Company/Bank Name		

Contact Name	Title	

Billing Address		<input type="checkbox"/> Check Enclosed: Amount: \$_____
_____		<input type="checkbox"/> Visa <input type="checkbox"/> Master Card Expires ___/___/___
City/State/ZIP		Credit Card Number: _____

Email Address	Phone	
Program Type (All Pricing is for Members. Non-Member Fees are Double)		Cancellation Policy: Cancellations must be received within three or more business days prior to the day of an educational program to receive 100% credit. If less than three days prior, a 20% cancellation fee will apply. There are no refunds on the day of a program, substitutions, however, are welcome.
<input type="checkbox"/> Live Webinar (\$250) <input type="checkbox"/> On Demand Link w/free CD (\$250)		
<input type="checkbox"/> Both Live Webinar with On-Demand Link & Free CD (\$275)		