

Surgent's 2017 CPE Catalog

*Convenient, Cost-Effective, High-Quality
CPE Tailored to the Needs of Firms*

MAIN
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Introducing Surgent Firm Solutions



For more than 30 years, Surgent (formerly Surgent McCoy) has led the field of continuing professional education (CPE) for CPAs and other finance and accounting professionals. We have provided CPE to more than 350 accounting firms across the country, in addition to the tens of thousands of individual CPAs who will receive CPE through our live webinars, self-study courses, and public seminars this year alone. We partner with nearly all state societies of CPAs and are registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of CPE on the National Registry of CPE Sponsors and as a QAS Self-Study provider.

Making Professional Education as Convenient as Possible for Firms

We've recently expanded our Firm Solutions Team with the goal of becoming your firm's trusted resource for essential education and insights that will keep your professional team informed across all areas of need. And, thanks to our singular focus on professional education, we can be exceptionally flexible in providing CPE solutions that are tailored to your firm's unique needs.

Surgent provides the highest-quality, most complete, and most convenient professional education programs in the industry—in a range of delivery formats that include live seminars, webinars, on-demand webcasts, and downloadable self-study courses. Our courses and instructors are consistently praised for their ability to make challenging content accessible, relevant, and engaging. We cover all areas and stages of continuing professional education, including:

- Accounting & Audit
- Audit Skills Training
- Ethics
- Government & Not-for-Profit
- Professional Development
- Taxation
- Tax Staff Level Training
- Technology
- CPA Review

One new way we're making CPE easy for firms is through our Firm Portal, which:

- Provides everyone in your firm with easy access to the CPE they want and need—without worrying about overbuying and underutilizing. Read more about this program on page 85.
- Allows your firm to avoid being locked into inflexible models based on seats or named licenses
- Includes regular reports about your firm's CPE usage, so you can make adjustments if needed

This catalog includes a comprehensive, yet not exhaustive, overview of our CPE courses and training programs. To discuss your firm's specific needs, please contact our Firm Solutions Team at (484) 588-4197 or salesinfo@surgent.com.

Many Surgent courses are also approved for credit by:



APPROVED
CONTINUING EDUCATION
PROVIDER



Available Courses and Formats

These four pages provide a convenient way to see Surgent's course lineup, as well as the various formats in which each course is available. Courses offered in live seminar format may be brought in-firm or these courses are also available as Surgent public seminars delivered through state societies of CPAs. Similarly, Surgent live webinars may be scheduled as private online events for your firm only or these courses may be accessed through our public schedule of live webinars (see the full schedule at our website, cpenow.com, which includes a host of additional live webinars and self-study courses, including many shorter options that range from one to four credits in length).

Course	Name	Credits*	Field of Study	Live Seminar	Live Webinar	Self-Study Download	On-Demand Webcast
Accounting							
AGA4	When U.S. GAAP Isn't the Answer: The Pros and Cons of Adopting the New Smaller Employer Framework	4	Accounting	X		X	
AGAP	A Practical Alternative to GAAP: Simplify Your Reporting by Converting to FRF for SMEs™	8	Accounting	X		X	
AIT4	Master Accounting for Income Taxes Without Overtaxing Your Brain ♦	4	Accounting	X	X	X	X
CIA4	Meet Your Next Migraine: Five Critical Issues that Will Confront A&A Public Accountants in 2017 ♦	4	Accounting	X	X	X	X
CMT4	Preparing Special Purpose Framework Financial Statements: Cash, Modified Cash, and Tax Basis	4	Accounting	X	X	X	X
FACT	Comprehensive Accounting Issues of Estates and Trusts: Fiduciary Accounting and Tax Issues	8	Accounting	X		X	
FAUR	FASB Update for Small and Medium-Sized Businesses: A Practical Implementation Guide	8	Accounting	X		X	
FLO4	The Statement of Cash Flows: Preparation Guidance and Presentation Illustrations	4	Accounting	X		X	
FSBT	FASB's 'Big 3' – Revenue Recognition, Leases, and Financial Instruments	8	Accounting	X		X	
FUR4	Annual FASB Update and Review	4	Accounting	X	X	X	X
GSM4	Financial Statement Disclosures: A Guide for Small and Medium-Sized Businesses	4	Accounting	X		X	
IAA4	Understanding the High-Stakes Mega Issues in A&A Today ♦	4	Accounting	X	X	X	X
NLS4	More than Meets the Eye: Examining the New Lease Accounting Standard ♦	4	Accounting	X	X	X	X
NRRS	Race Toward Implementation: Tackling the Tough Issues in Adopting the New Revenue Recognition Standard ♦	8	Accounting	X	X	X	X
REV4	A Guide to the New Revenue Recognition Model for All CPAs	4	Accounting	X	X	X	X
Accounting (Governmental)							
GNA4	Latest Developments in Government and Nonprofit Accounting 2017	4	Accounting (Governmental)	X		X	
NPFS	Not-for-Profit Financial Statements: Everything You Need to Know Today, Everything You Will Need to Know Tomorrow ♦	8	Accounting (Governmental)	X	X	X	X
Accounting/Auditing							
AAU4	Current Issues in Accounting and Auditing: An Annual Update ♥	4	Accounting/Auditing	X		X	
AAUP	Accounting and Reporting Update for Tax Practitioners	8	Accounting/Auditing	X	X	X	X
AAYR	2017 A&A Hot Topics: Getting a Grasp on the Big Issues Facing the Industry	8	Accounting/Auditing	X		X	
ACAU	Annual Accounting and Auditing Update ♥	8	Accounting/Auditing	X	X	X	X
NPAA	Latest Developments in Nonprofit Accounting and Auditing 2017	8	Accounting/Auditing	X	X	X	X
SMBP	Accounting, Audit, and Attest Update for Practitioners With Small-Business Clients	8	Accounting/Auditing	X		X	
Accounting/Auditing (Governmental)							
GNA4	Latest Developments in Government and Nonprofit Accounting and Auditing 2017 ♥	8	Accounting/Auditing (Governmental)	X	X	X	X
GVAA	Latest Developments in Governmental Accounting and Auditing 2017	8	Accounting/Auditing (Governmental)	X	X	X	X

Available Courses and Formats

Course	Name	Credits*	Field of Study	Live Seminar	Live Webinar	Self-Study Download	On-Demand Webcast
Accounting/Auditing (Taxes)							
GSGC	Real Estate: The Many Complexities of GAAP, SSARS, and GAAS Compliance	8	Accounting/Auditing/Taxes	X		X	
CONS	Construction Contractors: Critical Accounting, Auditing, and Tax Issues in Today's Environment	8	Accounting/Auditing/Taxes	X		X	
Auditing							
AFPL	Audits of 401(k) Plans: New Developments and Critical Issues for an Effective and Efficient Audit	8	Auditing	X		X	
COM4	Guide to SSARS No. 21 Preparation of Financial Statements and Compilation Engagements ♦	4	Auditing	X		X	
COS4	Critical New COSO Internal Control Framework Concepts	4	Auditing	X		X	
COSF	Minimizing Internal Control Blunders Under the New COSO Framework	8	Auditing	X		X	
CRAU	Compilations, Reviews, and New Preparations: Engagement Performance and Annual Update ♥	8	Auditing	X	X	X	X
CRU4	Guide and Update to Compilations, Reviews, and New Preparations	4	Auditing	X	X	X	X
EPRA	Interactive Workshop: Engagement Planning and Risk Assessment Activities	8	Auditing	X			
GAAS	How to Do a GAAS Audit	8	Auditing	X	X	X	X
PSUB	Interactive Workshop: Performing Substantive Testing and General Audit Procedures	8	Auditing	X			
SAR4	Advanced Concepts in SSARS 21 and Nonattest Services ♥	4	Auditing	X		X	
SS21	Advanced Concepts in SSARS 21 and Nonattest Services: Are You Certain You Are in Compliance?	8	Auditing	X	X	X	X
SWLD	Sweeping Your Workpapers for Landmines: Avoiding Deficient Audits	8	Auditing	X	X	X	X
Auditing (Governmental)							
ANFP	Auditing Not-for-Profit Entities: Superior Skills for an Effective and Efficient Audit ♥	8	Auditing (Governmental)	X	X	X	X
FANG	Fraud and Abuse in Not-for-Profit Entities and Governments: Stealing from Everyone	8	Auditing (Governmental)	X	X	X	X
FNG4	Recent Frauds Occurring in Not-for-Profit Entities and Governments	4	Auditing (Governmental)	X		X	
GAU4	Latest Developments in Government and Nonprofit Auditing 2017	4	Auditing (Governmental)	X		X	
UGID	The Essential Course for Performing Single Audits Under the New Uniform Guidance for Federal Awards ♥	8	Auditing (Governmental)	X	X	X	X
YBK4	How to Do a Yellow Book Financial Audit	4	Auditing (Governmental)	X		X	
YBYB	A Complete Guide to the Yellow Book	8	Auditing (Governmental)	X	X	X	X
Communications and Personal Development							
<i>Please Note: additional courses in this category are available in webinar format only. Please see page 84 for details.</i>							
BUSW	Business Writing Skills for CPAs ♦	8	Communications	X			
PST4	Five Secrets of Amazing Presenters: Tips and Tricks for Successful Public Speaking ♦	4	Communications	X			
PSTW	Become a Public Speaking Pro Today! Interactive Skills Building Workshop ♦	8	Communications	X			
Ethics (Behavioral)							
ETH4	Ethical Considerations for CPAs	4	Ethics (Behavioral)	X	X	X	X
Taxes							
1041	Fiduciary Income Tax Returns – Form 1041 Workshop with Filled-in Forms	8	Taxes	X	X	X	X
1ST1	Staff Training in Taxation – Level 1	24	Taxes	X			
1ST2	Staff Training in Taxation – Level 2 ♥	24	Taxes	X			
1ST3	Staff Training in Taxation – Level 3 ♥	24	Taxes	X			

Available Courses and Formats

Course	Name	Credits*	Field of Study	Live Seminar	Live Webinar	Self-Study Download	On-Demand Webcast
Taxes							
ACL4	Limited Liability Companies: Losses, Liquidations, Terminations, Continuations, and Sales	4	Taxes	X		X	
ACS4	S Corporations: Compensation and Redemptions	4	Taxes	X		X	
ACTL	Advanced Critical Tax Issues for Limited Liability Companies and Partnerships ♥	8	Taxes	X		X	
ACTS	Advanced Critical Tax Issues for S Corporations	8	Taxes	X		X	
AP41	Advanced 1041 Boot Camp	8	Taxes	X		X	
APLW	Advanced Partnership/LLC Workshop: How to Do Optional Step-Up in Basis Under Section 754 and Related Provisions	8	Taxes	X		X	
ATFB	Advanced Technical Tax Forms Training – LLCs, S Corporations, and Partnerships	8	Taxes	X	X		
ATFI	Advanced Technical Tax Forms Training – Form 1040 Issues	8	Taxes	X	X		
BCP4	S Corporation, Partnership, and LLC Tax Update	4	Taxes	X		X	
BCPE	The Best S Corporation, Limited Liability, and Partnership Update Course	8	Taxes	X	X	X	X
BFT4	Federal Tax Update	4	Taxes	X		X	
BFTU	The Best Federal Tax Update Course	8	Taxes	X	X	X	X
BIT4	Individual Income Tax Update	4	Taxes	X		X	
BITU	The Best Individual Income Tax Update Course	8	Taxes	X	X	X	X
BTBB	The Top 50 Business Tax Mistakes Practitioners Make and How to Fix Them	8	Taxes	X	X	X	X
BTP4	Partnerships and LLCs: Avoiding Common Pitfalls Facing Practitioners	4	Taxes	X		X	
BTS4	Key Partnership and S Corporation Tax Planning Strategies	4	Taxes	X		X	
CASU	Targeted 1040 Forms Update for the Occasional Tax Preparer	8	Taxes	X		X	
CBES	Getting the Choice of Entity Right: Tax Law, Strategy, and Tactics	8	Taxes	X	X	X	X
CGLB	The Complete Guide to Liquidation of Business Entities	8	Taxes	X		X	
CGPT	The Complete Guide to Payroll Taxes and 1099 issues	8	Taxes	X	X	X	X
CIT4	Meet Your Next Migraine: Five Critical Issues that Will Confront Tax Public Accountants in 2017 ♦	4	Taxes	X			
CSP4	A+ College Savings Planning: Maximizing Resources and Tax Benefits ♦	4	Taxes	X		X	
CTIP	Critical Tax Issues and Planning for Accounting Periods, Methods, Related Party Transactions, and Form 3115	8	Taxes	X			
CWRS	Case Studies in Writing and Research Skills for Tax Professionals	8	Taxes	X			
DRMM	Determining How Much Money You Need to Retire, and Tax Ideas and Money Management	8	Taxes	X		X	
ERTW	Effective and Efficient Senior-Level Review of Individual Tax Returns	8	Taxes	X	X		
EXI4	IRS Tax Examinations and Hot Issues ♦	4	Taxes	X		X	
EXIB	Hot IRS Tax Examination Issues for Individuals and Businesses	8	Taxes	X	X	X	X
GIFT	Federal Estate and Gift Tax Returns Boot Camp	8	Taxes	X	X	X	X
GPT4	Guide to Payroll Taxes and 1099 Issues ♦	4	Taxes	X		X	
HMB4	Mastering Basis Issues for S Corporations, Partnerships, and LLCs	4	Taxes	X		X	
HMBI	Handbook for Mastering Basis, Distributions, and Loss Limitation Issues for S Corporations, LLCs, and Partnerships	8	Taxes	X	X	X	X
IEFP	The Best Income Tax, Estate Tax, and Financial-Planning Ideas of 2017	8	Taxes	X	X	X	X
IFCP	Individual and Financial Planning Tax Camp	8	Taxes	X	X	X	X
INB4	Individual Income Tax Return Mistakes and How to Fix Them	4	Taxes	X		X	
INBB	The Top 50 Mistakes Practitioners Make & How to Fix Them: Individual Tax and Financial Planning	8	Taxes	X		X	
IRAB	IRA Boot Camp	8	Taxes	X		X	

Available Courses and Formats

Course	Name	Credits*	Field of Study	Live Seminar	Live Webinar	Self-Study Download	On-Demand Webcast
Taxes							
ITEB	Advanced Selected Issues for Trusts, Estates, and Their Beneficiaries	8	Taxes	X		X	
ITP4	Individual Tax Planning Ideas for 2017	4	Taxes	X		X	
K1L4	K-1 Boot Camp for LLCs	4	Taxes	X			
K1SL	K-1 Boot Camp for S Corporations and LLCs	8	Taxes	X			
LLC4	Essentials of LLC Operating Agreements ♦	4	Taxes	X		X	
LLCW	LLC Operating Agreements Workshop ♦	8	Taxes	X		X	
LP10	Top 10 Tax Issues in Dealing With LLCs and Partnerships	8	Taxes	X		X	
MERG	Introduction to Mergers and Reorganizations	8	Taxes	X		X	
MFEP	Mastering the Fundamentals of Estate and Gift Tax Planning	8	Taxes	X		X	
MGEN	Multigenerational Tax Planning Strategies for New Service Opportunities and Better Client Outcomes	8	Taxes	X		X	
MSTU	Multistate Tax Update ♥	8	Taxes	X			
NFFI	Getting Ready for Busy Season: A Guide to New Forms, Filing Issues, and Other Critical Developments	8	Taxes	X	X	X	X
OBC4	Taking Your Medicine: Health Care in 2017	4	Taxes	X	X	X	X
OBCR	Advisor's Workshop: Helping Small-Business Clients Navigate Health Insurance and Fringe Benefits in 2017	8	Taxes	X		X	
PCTR	Preparing C Corporation Tax Returns for New Staff and Para-Professionals ♥	8	Taxes	X	X	X	X
PITR	Preparing Individual Tax Returns for New Staff and Para-Professionals ♥	8	Taxes	X	X	X	X
PLTI	Partnership and LLC Core Tax Issues from Formation Through Liquidation ♦	8	Taxes	X		X	
PMI4	Select Estate and Life Planning Issues for the Middle-Income Client	4	Taxes	X		X	
PMIC	Estate and Life Planning Issues for the Middle-Income Client	8	Taxes	X	X	X	X
RETC	Real Estate Tax Boot Camp ♦	8	Taxes	X		X	
RET4	Real Estate Taxation: Critical Considerations ♦	4	Taxes	X		X	
SCA4	S Corporation Taxation: Advanced Issues	4	Taxes	X		X	
SCTI	S Corporation Core Tax Issues from Formation Through Liquidation ♦	8	Taxes	X		X	
SEAZ	How to Settle a Client's Estate in 2017	8	Taxes	X		X	
SELL	Buying and Selling a Business: Critical Tax and Structuring Issues ♥	8	Taxes	X		X	
SSR4	Maximizing Your Social Security Benefits	4	Taxes	X		X	
SSRB	Social Security, Medicare, and Prescription Drug Retirement Benefits: What Every Baby Boomer Needs to Know Now	8	Taxes	X	X	X	X
STRI	Advanced Individual Income Tax Return Issues	8	Taxes	X	X	X	X
STTC	Two-Day Staff Tax Training for Regular C Corporation Returns	16	Taxes	X			
TABP	Getting the Tax Aspects of Business Planning Right from Formation to Termination ♦	8	Taxes	X		X	
TAB4	Critical Tax Factors in Business Life Cycle Decision-Making ♦	4	Taxes	X		X	
TBCL	Tax Forms Boot Camp: LLCs and Partnerships	8	Taxes	X	X	X	X
TBCS	Tax Forms Boot Camp: S Corporations	8	Taxes	X	X	X	X
TCBU	Practical Planning Boot Camp: S Corporations and LLCs	8	Taxes	X	X	X	X
TCTW	The Complete Trust Workshop	8	Taxes	X	X	X	X
TDAP	Comprehensive Guide to Tax Depreciation, Expensing, and Property Transactions ♥	8	Taxes	X	X	X	X
TDP4	Essential Depreciation and Expensing Update	4	Taxes	X		X	
TFBC	Tax Forms Boot Camp: LLCs, Partnerships, and S Corporations	8	Taxes	X	X	X	X
TPGS	2017 Annual Tax-Planning Guide for S Corporation, Partnerships, and LLCs	8	Taxes	X			
TTEN	The Top 10 Tax Topics of 2017	8	Taxes	X	X	X	X

♦ New Course ♥ Best Seller * Credit hours apply to live seminars/webinars only. Credit hours for Self-Study courses may vary.

Please Note: some Surgent courses are pre-approved for CFP credit. For details, please contact Surgent at 484-588-4197.

Customized Audit Skills Training Program

The Surgent Customized Audit Skills Training Program consists of more than 50 two-hour audit modules that can be combined in any way to meet your firm's specific needs.

All modules are available in four different delivery formats, enabling you to tailor your program based upon your time constraints and budget. Every module, in all delivery formats, includes a combination of lecture and interaction (e.g., case studies, exercises, discussion questions, etc.) to provide the most dynamic learning experience possible.

The program provides a suggested curriculum that includes seven levels, tailored for skill levels from new hires through managers. However, you are both empowered and encouraged to mix-and-match the content to address your specific knowledge voids, time constraints, and budget.

The core two-hour modules include presentation slides, handouts of the interactive exercises, and supplemental "take-away" reading material that summarizes key concepts.

Optional self-study homework may be added to each module, which provides one additional hour of credit. Self-study homework sections contain learning questions, case studies, and exercises (where appropriate) to reinforce concepts. A follow-up on-demand webinar is provided to debrief the homework and reinforce key learning points. A final exam contains 15 questions that test the participant's retention and provide a means of evaluating the quality of the training to meet your developmental needs.

Note: If desired, firms may purchase Surgent's materials and use their own instructor.

All Surgent Customized Audit Skills Modules are available in all of these formats:

1. On-Demand Webcasts – Best option for small firms

- Available 24/7
- 2-hour webcast
- Homework with debrief webcast
- Final exam
- 3 CPE credits for each module
- May be purchased as a preset package, a mix-and-match package, or individual modules
- Includes video and presentation slides

2. Public Webinars

- Preset dates and times throughout the year
- Available in seven progressive levels using our suggested curriculum
- Participants have opportunity to ask questions during event
- Includes video and presentation slides

3. In-Firm Webinars – Minimum of 15 participants

- Date and time selected to fit your schedule
- Participants have opportunity to ask questions during event
- Allows you to mix and match modules or simply select one of our seven suggested progressive curriculums
- Homework and final exam may be added for additional credit

4. Live In-Firm Training

- Date and time selected to fit your schedule
- Live instructor
- Allows you to mix and match modules or simply select one of our seven suggested progressive curriculums
- Homework and final exam may be added for additional credit

The charts on the facing page lay out Surgent's Suggested Progressive Curriculum for the Audit Skills Training, but please note that this is just a suggestion. All modules may be mixed and matched to meet the needs of your firm.

"We absolutely love the Surgent Audit Skills program.

It's appropriate for all levels of our team, and we've received excellent feedback at each level... The content is relevant to the work being performed on a daily basis. All in all, it's probably one of the best tools we're using to train our team and to get everyone on the same page."

Carlson Highland & Co., LLP



The Benefits of Surgent's

Mix-and-Match

- Provides you with complete control over the curriculum, duration and format
- Ensures the most flexibility for all of your professionals

Customized Audit Skills Training Program

The following charts lay out Surgent's Suggested Progressive Curriculum for the Audit Skills Training, but please note that this is just a suggestion. All modules may be mixed and matched to meet the needs of your firm.

EARLY CAREER Developmental Area	0-4 mos. Experience Course Code: 1AUD	4-12 mos. Experience Course Code: 2AUD
Code of Conduct	1 - Transitioning to the Professional World	
Traits of a Star Performer	4 - Desired Traits of Entry-Level Auditors	
Fraud Risk Considerations	7 - Professional Skepticism	
Compilations and Reviews	10 - The Nature of Compilations, Reviews, & Audits	11 - Performing Effective & Efficient Compilations and Reviews
Audit Documentation and Review	12 - Audit Documentation Basics	
Risk-Based Audit Concepts	15 - The Basic Audit Concept	
Internal Controls & Related Communications	18 - Internal Control Fundamentals	
Cash & Investments	23 - Auditing Cash and Cash Equivalents	
A/R & Revenue		26 - Auditing Accounts Receivable
PP&E and Other Long-Lived Assets		29 - Auditing PP&E, Including Leases
Inventory, Including Observations		31 – Auditing Basic Inventory – Performing Observations
Liabilities, Contingencies, and Going Concern		32 - Auditing A/P, Accrued Expenses, and Debt
Analytical Procedures		34 - Analytical Procedure Fundamentals
Sampling		37 - Sampling Fundamentals
F/S Reporting & Audit Opinions		39 - Financial Statement Fundamentals
	Total: 2 days	Total: 2 days
EXPERIENCED PROFESSIONALS Developmental Area	1-2 Busy Seasons' Experience Course Code: 3AUD	2-3 Busy Seasons' Experience Course Code: 4AUD
Code of Conduct	2 - Independence – Nonattest and Attest Services	
Fraud Risk Considerations	8 - Assessing Fraud Risk in a Financial Statement Audit	9 - Fraud in Smaller and Mid-Size Environments
Audit Documentation and Review		13 - Responsibilities When Reviewing Work Papers
Risk-Based Audit Concepts	16 - Identifying and Evaluating Audit Risk	17 - Assessing Risk for a Higher Quality Audit
Internal Controls & Related Communications	19 - Internal Control Testing for Operating Effectiveness	20 - Internal Control Advanced Concepts
Cash & Investments	24 - Auditing Common Investments	
A/R & Revenue	27 - Auditing Revenue Recognition	
Estimates		28 - Auditing Estimates
Analytical Procedures	35 - Substantive Analytic Procedures	36 - Maximizing Analytic Procedure Audit Evidence
Research		6 - Performing Research - FASB Codification
F/S Reporting & Audit Opinions	40 - Financial Reporting Complex Issues	
Client & Engagement Management		41 - Client and Engagement Management
	Total: 2 days	Total: 2 days
SUPERVISORY PROFESSIONALS Developmental Area	3-4 Busy Seasons' Experience Course Code: 5AUD	4-5 Busy Seasons' Experience Course Code: 6AUD
Traits of a Star Performer	5 - Desired Traits of In-Charges, Seniors, & Supervisors	
Audit Documentation and Review		14 - Reviewing Work Papers - Avoiding Deficient Audits
Internal Controls & Related Communications	21 - Communicating Internal Control Deficiencies	22 - Value Added Internal Control Communications
Cash & Investments	25 - Auditing Complex Investment Types	
PP&E and Other Long-Lived Assets	30 - Auditing Impairment of Long-Lived Assets	
Liabilities, Contingencies, and Going Concern	33 - Auditing Contingencies and Going Concern	
F/S Reporting & Audit Opinions	38 - Modified Audit Reports & Other Special Considerations	
Compliance and Regulatory Reporting	3 - Special Audit Engagements	
Client & Engagement Management	42 - Coaching Staff to Stay on the Right Track	43 - Adapting to Different Personality Styles
Accounting & Auditing Update		51 - Accounting & Auditing Update
	Total: 2 days	Total: 1 day
MANAGERIAL PROFESSIONALS Developmental Area	5-6 Busy Seasons' Experience Course Code: 7AUD	
Client & Engagement Management	44 - The Art of Discipline and Getting Things Done	
Business Development	45 - Making Rain - Client Service and Selling to Prospects	
Performance Measurement	46 – Critical Performance Measures	
Firm Leadership	47 – The Balanced Leader-Manager	
	Total: 1 day	

COURSE NAME	ACRONYM	PAGE
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How to Do a GAAS Audit	GAAS	17
Guide and Update to Compilations, Reviews, and New Preparations	CRU4	18
Guide to SSARS No. 21 Preparation of Financial Statements and Compilation Engagements	COM4	18
A Guide to the New Revenue Recognition Model for All CPAs	REV4	19
Interactive Workshop: Engagement Planning and Risk Assessment Activities	EPRA	19
Interactive Workshop: Performing Substantive Testing and General Audit Procedures	PSUB	20
Master Accounting for Income Taxes Without Overtaxing Your Brain	AIT4	20
Meet Your Next Migraine: Five Critical Issues that Will Confront A&A Public Accountants in 2017	CIA4	21
Minimizing Internal Control Blunders Under the New COSO Framework	COSF	21
More than Meets the Eye: Examining the New Lease Accounting Standard	NLS4	22
A Practical Alternative to GAAP: Simplify Your Reporting by Converting to FRF for SMEs™	AGAP	22
Preparing Special Purpose Framework Financial Statements: Cash, Modified Cash, and Tax Basis	CMT4	23
Race Toward Implementation: Tackling the Tough Issues in Adopting the New Revenue Recognition Standard	NRRS	23
Real Estate: The Many Complexities of GAAP, SSARS, and GAAS Compliance	GSGC	24
The Statement of Cash Flows: Preparation Guidance and Presentation Illustrations	FLO4	24
Sweeping Your Workpapers for Landmines: Avoiding Deficient Audits	SWLD	25
Tackling the New Revenue Recognition Model – A Practical Comparison of Old and New Rules	RERE	25
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AAJR

2017 A&A HOT TOPICS: GETTING A GRASP ON THE BIG ISSUES FACING THE INDUSTRY

With so much going on in the accounting and reporting arena lately, it's easy to have missed some of the more important issues and challenges facing the profession today and into the near future. This course, designed for accounting and attestation practitioners at all levels in both public accounting and business and industry, will provide you with a year in review look at some of the more important issues and challenges facing CPAs. We will identify and discuss specific areas within the profession that are likely to affect you and your clients thereby keeping you 'in the know' on these critical topics. Examples and illustrations provide hands-on application to further enhance your understanding of the matters presented.

Major Topics:

- "Little GAAP"
- New U.S. Accounting Principles
- IFRS Convergence
- Revenue Recognition
- Leases
- Financial Instruments
- FRF for SMEs™
- The AICPA's New Code of Professional Conduct
- COSO's Updated Internal Control-Integrated Framework
- SSARS No. 21: *Clarification and Recodification*
- Auditing Matters on the Radar

Learning Objectives:

- Identify current accounting and auditing "hot topics" affecting the profession
- Understand SSARS No. 21, *Clarification and Recodification*, relating to the preparation of financial statements and new guidance on compilations and reviews
- Review the latest issues and challenges facing today's practicing CPAs
- Apply a hands-on approach using examples and illustrations in understanding how to deal with current and upcoming changes
- Be aware of the direction standard setters are taking critical accounting and attestation matters

Designed For: Accounting and attestation practitioners at all levels desiring to remain in the know on current accounting and attestation hot topics and standard setters activities

Level of Knowledge: Update

CPE Credits: 8 (Accounting (4), Auditing (4))

Prerequisite: Experience in accounting and attestation

AAUP

ACCOUNTING AND REPORTING UPDATE FOR TAX PRACTITIONERS

Designed for all tax practitioners, this course will replenish your accounting and reporting tank with an update of recent standard setting activities at the PCC, FASB, ASB, and ARSC. And since for many tax practitioners, compilation, preparation, and review engagements also make up a substantial part of their overall professional practice, this course reviews the authoritative standards and guidance for performing these types of engagements found in SSARS No. 21, *Clarification and Recodification*. The course utilizes plenty of hands-on examples and illustrations to increase your overall understanding and application of the material.

Major Topics:

- Recent standard setting activities at the PCC, FASB, ASB, and ARSC, including their impact on accounting for income taxes
- SSARS No. 21, *Clarification and Recodification*

Learning Objectives:

- Come up-to-speed on recent standard setting activities at the PCC, FASB, ASB, and ARSC
- Be aware of the PCC and FASB's new Private Company Decision-Making Framework
- Understand and apply the new SSARS No. 21, *Clarification and Recodification*, relating to the preparation of financial statements and new guidance on compilations and reviews

Designed For: All tax practitioners desiring to remain up-to-date on recent accounting, reporting, and compilation, preparation, and review activities

Level of Knowledge: Update

CPE Credits: 8 (Accounting (4), Auditing (4))

Prerequisite: Experience in accounting and reporting

SMBP

ACCOUNTING, AUDIT, AND ATTEST UPDATE FOR PRACTITIONERS WITH SMALL-BUSINESS CLIENTS

Specifically tailored for practitioners who do not perform audits, but provide other attest and non-attest services to small- and medium-sized businesses, this course is a comprehensive update covering recently issued accounting, compilation, and review standards, as well as other professional guidance impacting small- and medium-sized business accountants. The course uses practical examples and illustrations to help you understand and apply the material in practice.

Major Topics:

- Private company standard setting activities
- Small- and medium-sized business related ASUs
- Revenue recognition and leases update
- Special purpose frameworks – Cash, modified cash, tax, and FRF for SMEs™
- Common small- and medium-sized business financial statement errors and deficiencies
- SSARS No. 21, *Clarification and Recodification*, including the new preparation of financial statements non-attest service
- Other types of small- and medium-sized business attest engagements – agreed-upon procedures, specified elements, financial forecasts and projections, and pro forma financial information
- Comfort letters and other third-party verification
- COSO's updated Internal Control-Integrated Framework
- The AICPA's new Code of Professional Conduct

Learning Objectives:

- Keep abreast of current private company standard setting activities of the PCC
- Review recently issued accounting and non-audit attestation pronouncements
- Understand the new SSARS No. 21 relating to the preparation of financial statements and new guidance on compilations and reviews
- Be aware of other important guidance affecting small- and medium-sized business practitioners

Designed For: Practitioners at all levels who provide non-audit and non-attest services to small- and medium-sized businesses desiring to remain up-to-date on recent pronouncements and other standard setters' activities and professional guidance

Level of Knowledge: Update

CPE Credits: 8 (Accounting (4); Auditing (4))

Prerequisite: Experience in accounting and auditing

SAR4

ADVANCED CONCEPTS IN SSARS 21 AND NONATTEST SERVICES

Practitioners who provide non-audit services must strike the right balance between complying with relevant professional and regulatory standards while mitigating litigation and other practice management risks. This course contains many best practices for managing the accounting, reporting, and performance issues associated with the attest services of compilations and reviews where reports are issued, as well as the new SSARS 21 preparation of financial statements nonattest service.

Major Topics:

- Complete coverage of SSARS No. 21 related to Preparation of Financial Statements, Compilations and Reviews
- Identifying and safeguarding independence threats for issuing attest reports
- Defining the varying levels of responsibility for accountants providing non-audit services
- Performing compilations and reviews effectively and efficiently, including developing proper advance expectations for review analytical procedures
- Properly considering going concern, subsequent events, and other disclosure matters
- Common issues related to peer reviews, including recurring reporting problems

Learning Objectives:

- Describe practice management risks associated with SSARS 21 services
- Properly apply relevant professional standards with regulations for SSARS 21 services
- Avoid peer review and litigation risks in SSARS 21 services
- Be familiar with the numerous illustrations and examples of practical guidance to implement important key learning points

Designed For: Anyone who performs or supervises non-audit engagements

Level of Knowledge: Advanced

CPE Credits: 4, Auditing

Prerequisite: Experience with performing non-audit services



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SS21

ADVANCED CONCEPTS IN SSARS 21 AND NONATTEST SERVICES: ARE YOU CERTAIN YOU ARE IN COMPLIANCE?

Practitioners that provide non-audit services must strike the right balance between complying with relevant professional and regulatory standards, providing value-added client service, and mitigating litigation and other practice management risks. This course contains many case studies to reinforce best practices for managing the accounting, reporting, and performance issues associated with the attest services of compilations and reviews where reports are issued, as well as the new SSARS 21 preparation of financial statements service and other nonattest engagements.

Major Topics:

- Navigating the impact of SSARS No. 21 without risking noncompliance with professional and ethical requirements
- Preventing malpractice claims related to nonattest accounting services
- Identifying and safeguarding independence threats when issuing attest reports
- Establishing an understanding with the client regarding non-audit services
- Defining the varying levels of responsibility for accountants performing non-audit services
- Performing compilations and reviews effectively and efficiently, including nature and extent of documentation considerations
- Practice performing analytical review procedures appropriately, including developing proper advance expectations for review engagements
- Properly considering going concern, subsequent events, and other disclosure matters
- Common issues related to peer reviews, including recurring reporting problems
- Applying financial analysis best practices to help your clients better interpret their financial results

Learning Objectives:

- Describe practice management risks associated with non-audit services
- Properly apply relevant professional standards and regulations for non-audit services to minimize litigation and peer review risk
- Leverage information obtained on engagements to enhance the quality of client service
- Be familiar with the numerous illustrations, examples and exercises related to practical guidance to implement important key learning points

Designed For: Anyone who performs or supervises non-audit engagements

Level of Knowledge: Advanced

CPE Credits: 8, Auditing

Prerequisite: Experience with performing non-audit services

ACAU

ANNUAL ACCOUNTING AND AUDITING UPDATE

Designed for accounting and attestation practitioners at all levels in both public accounting and business and industry, this course provides a comprehensive review of recent standard setting activities of the PCC, FASB, ASB, and ARSC. Not only will this course bring you up-to-date on the requirements, it also provides you with many hands-on examples and illustrations to help you apply the guidance in practice. You will learn about the latest standards, exposure drafts, and guidance focusing on issues applicable to accountants and attestation practitioners in public accounting and private industry. This course also includes a compilation, preparation, and review update specifically covering the newly effective SSARS No. 21, *Clarification and Recodification*, and recent attestation matters on the radar.

Major Topics:

- Private company standard setting activities
- Recently issued FASB Accounting Standards Updates
- Revenue recognition
- Leases
- Financial instruments
- Recently issued SASs and other AICPA activity
- SSARS No. 21, *Clarification and Recodification*
- Attestation matters on the radar
- Other important A&A practice matters

Learning Objectives:

- Keep abreast of current private company standard setting activities of the PCC
- Review and apply recently issued FASB, ASB, and ARSC pronouncements
- Be aware of various standard setters' agendas, technical plans, and project updates
- Understand the newly effective SSARS No. 21 relating to the preparation of financial statements and new guidance on compilations and reviews
- Be aware of attestation matters on the radar
- Be familiar with other important A&A practice matters you should be aware of
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: Accounting and auditing practitioners at all levels desiring to remain up-to-date on recent pronouncements and other standard setters' activities

Level of Knowledge: Update

CPE Credits: 8 (Accounting (4), Auditing (4))

Prerequisite: Experience in accounting and attestation



FUR4

ANNUAL FASB UPDATE AND REVIEW

Designed for practitioners and their staff, whether in public accounting or business and industry, this course provides an overview of recent FASB accounting and reporting developments. The course begins by reviewing recent Private Company Council (PCC) activities and recently issued Accounting Standards Updates (ASUs), analyzing guidance that has a major effect on all industries, including those covering revenue recognition and leases. Special attention is given to standard setters' activities that affect small- and medium-sized entities. Examples and illustrations provide hands-on application to help you assess and implement the new standards and guidance applicable to your practice and clients.

Major Topics:

- Private company standard setting activities
- Recent FASB Accounting Standards Updates (ASUs)
- Revenue Recognition – ASU No. 2014-09, Revenue from Contracts with Customers, including recent updates
- Leases

Learning Objectives:

- Be aware of recent private company standard setting activities
- Review the latest FASB Accounting Standards Updates (ASUs)
- Understand and apply the FASB's comprehensive new Revenue Recognition standard – ASU No. 2014-09, Revenue from Contracts with Customers
- Know where we stand regarding lease accounting

Designed For: Practicing CPAs and their staffs, both in public accounting and business and industry, controllers, accountants, and other financial accounting personnel involved in financial statement preparation and review

Level of Knowledge: Intermediate

CPE Credits: 4, Accounting

Prerequisite: Experience in financial accounting and reporting



AFPL

AUDITS OF 401(k) PLANS: NEW DEVELOPMENTS AND CRITICAL ISSUES FOR AN EFFECTIVE AND EFFICIENT AUDIT

One of the most favored employee benefit plans, the 401(k) plan, provides unique challenges for auditors. Obtain an understanding of the rules and regulations unique to employee benefit plans with the practical guidance provided by this course. Auditors will enhance their knowledge through real world examples, best practices and efficient audit techniques that can be utilized in various audit engagements. Make sure your audits don't trigger a DOL inspection by conforming to all applicable rules and regulations.

Major Topics:

- Learn how to properly plan your benefit plan audit engagement and develop an audit strategy while improving overall efficiency
- Find out how to avoid common pitfalls in planning and detailed audit procedures
- Annual update of the changes affecting 401(k) plans
- Description of common mistakes as noted in peer reviews and DOL inspections

Learning Objectives:

- Properly document your understanding of the plan, the environment and internal controls for an employee benefit plan
- Understand the importance of reading, reviewing, and documenting the controls in a Service Organization Control Report
- Identify potential audit triggers that may result in an inspection by the Department of Labor
- Understand the risks associated with a benefit plan audit engagement
- Avoid common mistakes noted during peer reviews

Designed For: Practitioners responsible for planning and performing employee benefit plan audit engagements

Level of Knowledge: Basic

CPE Credits: 8, Auditing

Prerequisite: Basic understanding of auditing defined contribution plans

CRAU

COMPILATIONS, REVIEWS, AND NEW PREPARATIONS: ENGAGEMENT PERFORMANCE AND ANNUAL UPDATE

Specifically designed for preparation, compilation, and review practitioners and their staff, this course will provide you with a comprehensive review and hands-on application for performing financial statement, compilation, and review engagements. You'll learn the ins and outs of SSARS No. 21, *Clarification and Recodification*, which is currently applicable, and is the most significant change to the compilation and review standards since their inception over thirty years ago, and how this standard is different from SSARS No. 19. This course has practical examples and illustrations to help you effectively and efficiently perform preparation, compilation, and review engagements. This comprehensive resource provides hard copies of all the sample engagement letters, procedure check-lists, illustrative reports and more contained in The Essential SSARS No. 21 Implementation Toolkit to assist you with implementing new SSARS requirements.

Major Topics:

- SSARS No. 21, *Clarification and Recodification*
- Changes – SSARS No. 19, Compilation & Review Engagements
- Sample comprehensive engagement work programs for preparation, compilation and review engagements
- Designing and performing procedures to specifically meet each engagement objective
- Reporting and disclosure illustrations for each level of service, including attesting on personal financial statements, prescribed form, special purpose framework and other engagement variations
- Other communication requirements, such as sample engagement letters and management representation letters – highlighting what has changed from SSARS No. 19
- Current ARSC agenda items and projects

Learning Objectives:

- Understand, apply SSARS No. 21, *Clarification and Recodification*
- Be familiar with compilation and review program examples and disclosure illustrations
- Identify and apply compilation, preparation, and review procedures
- Be aware of the most recent compilation and review reports and other communications
- Keep abreast of ARSC agenda items and projects
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: Accounting practitioners & their staff performing and managing compilation, preparation, and review engagement services

Level of Knowledge: Update

CPE Credits: 8, Auditing

Prerequisite: Experience in performing and managing compilation, preparation, and review engagements



FACT

COMPREHENSIVE ACCOUNTING ISSUES OF ESTATES AND TRUSTS: FIDUCIARY ACCOUNTING AND TAX ISSUES

Fiduciary income tax is a complex blend of state accounting rates and the tax law of Subchapter J. Only by understanding this interaction can the practitioner acquire the skills and knowledge to provide income tax planning for an estate or trust and its beneficiaries, sure to be an important skill in practice in the new income tax environment.

Major Topics:

- Review of major legal and tax concepts
- Concepts of fiduciary accounting: Principal and income
- The Uniform Principal and Income Act: how specific state laws on principal and income applied to common expenditures and receipts
- How fiduciary accounting determines the timing and amount of distributions
- The crucial differences between fiduciary accounting and tax accounting
- Distinguishing fiduciary accounting income from distributable net income
- Splitting income between the fiduciary and the beneficiaries: distributable net income
- How to set up an accounting system for an estate or trust, prepare a judicial accounting, and record-keep for fiduciary accounting
- How practitioners can handle audits of estates and trusts
- Various exercises and problems

Learning Objectives:

- Distinguish fiduciary accounting income from taxable income and distributable net income
- Account for distributions for accounting and tax purposes
- Identify how the fiduciary income tax return differs from individual income tax
- Understand state law on principal and income

Designed For: All practitioners who wish to learn about the complex and unique accounting issues for estates and trusts

Level of Knowledge: Basic

CPE Credits: 8, Accounting

Prerequisite: None

CONS

CONSTRUCTION CONTRACTORS: CRITICAL ACCOUNTING, AUDITING, AND TAX ISSUES IN TODAY'S ENVIRONMENT

Accounting and financial reporting for construction contractors may be the most difficult area to be in compliance with the various standards. Also, construction engagements are, in many instances, more “dangerous” than most lines of businesses due to the many users of the financial statements. In this course, we will discuss why construction accounting and financial reporting are so complex, and discuss the relationship between the contractor and the surety, both from an underwriting and claims perspective. We will also explore what the surety looks for in order to maximize potential bond credit, and we will discuss key areas of tax compliance concentrating on those areas which make construction unique.

Major Topics:

- Overall landscape of the construction industry
- GAAP and recent changes affecting the construction industry
- The FASB Revenue Project and its potential impact on the surety industry
- Unique audit and review issues with construction contractors
- The unique relationship between the contractor and the surety
- Tax compliance issues facing construction contractors
- Going concern disclosures and their importance to the construction industry

Learning Objectives:

- Apply accounting and financial reporting standards to construction contractors
- Perform audit and review engagements for construction clients according to the Standards as efficiently and effectively as possible
- Identify tax compliance issues unique to the construction industry and apply the latest changes

Designed For: Practitioners who have construction clients and professionals in the construction industry who need to be up-to-date on the latest information

Level of Knowledge: Basic

CPE Credits: 8 (Accounting (4), Auditing (2), Taxes (2))

Prerequisite: Previous experience in the construction industry or in providing service to construction clients

COS4

CRITICAL NEW COSO INTERNAL CONTROL FRAMEWORK CONCEPTS

All successful entities, regardless of nature, size, and complexity, must have a well-designed and effectively operating system of internal controls over reliable financial reporting, in addition to managing other risks. This course will provide practical guidance on exactly what a sound system of internal controls “looks like” and the resulting impact on the reliability of financial statements, particularly for smaller entities. In addition, we will explore COSO’s 2013 updates to the original 1992 Internal Control - Integrated Framework to better manage the unique and challenging risks of today’s entities.

Major Topics:

- Important differences between the 1992 version of the framework and the 2013 COSO guidance
- Key components of internal control per the COSO Internal Control - Integrated Framework, and the significant role each plays in the design and operating effectiveness of internal control over reliable financial reporting
- Evaluating design and implementation of an entity’s design on internal controls, including impact on risk of material misstatement in financial statements
- Testing controls for operating effectiveness, including determining sufficiency and appropriateness of the nature, timing, and extent of control testing procedures
- Special considerations when using outside service organizations
- Key concepts of the Enterprise Risk Management that expands on internal control, providing a more robust and extensive focus of broader risk management

Learning Objectives:

- Explain the evolution of internal control concepts since the origination of the 1992 version of COSO’s Internal Control-Integrated Framework, including important new concepts contained in the updated 2013 version
- Describe important internal control concepts related to evaluating the design, implementation and operating effectiveness of internal control over reliable financial reporting
- Be familiar with a more extensive enterprise-wide risk management approach guided by COSO’s Enterprise Risk Management
- Be familiar with practical implementation tips and examples

Designed For: Accountants both in public and private practice responsible for designing, evaluating, and/or monitoring internal controls over financial reporting

Level of Knowledge: Intermediate

CPE Credits: 4, Auditing

Prerequisite: Experience with designing, evaluating, or monitoring internal controls



AAU4

CURRENT ISSUES IN ACCOUNTING AND AUDITING: AN ANNUAL UPDATE

Designed for accounting and attestation practitioners at all levels in both public accounting and business and industry, this course provides an overview of recent accounting, compilation, preparation, review, and attestation matters including: recently issued Accounting Standards Updates (ASUs); the FASB's comprehensive new Revenue Recognition standard – ASU No. 2014-09; Lease Accounting; Financial Instruments; SSARS No. 21, *Clarification and Recodification*; current Attestation Matters that need to be on your radar; and other important A&A practice matters you should be aware of.

Major Topics:

- Recently issued FASB Accounting Standards Updates
- Revenue recognition
- Leases
- Financial instruments
- SSARS No. 21, *Clarification and Recodification*
- Current attestation matters on the radar
- Other important A&A practice matters

Learning Objectives:

- Review recently issued FASB Accounting Standards Updates
- Understand the FASB's comprehensive new revenue recognition standard
- Be familiar with where we stand regarding the FASB's ongoing lease accounting project
- Come up-to-date with matters on the FASB's technical agenda
- Understand SSARS No. 21, *Clarification and Recodification*
- Be familiar with current attestation matters that need to be on your radar and other important A&A practice matters you should be aware of
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: Accounting and attestation practitioners at all levels desiring to remain up-to-date on recent pronouncements and other standard setters' activities

Level of Knowledge: Update

CPE Credits: 4 (Accounting (2), Auditing (2))

Prerequisite: Experience in accounting and attestation



ETH4

ETHICAL CONSIDERATIONS FOR CPAs

CPAs today face greater challenges than ever to maintain the high ethical standards of their profession. This course provides a framework within which to consider the ethical challenges facing CPAs and focuses on ethical requirements that CPAs must adhere to in their everyday practice, including practical examples of potential ethical dilemmas that practitioners may encounter.

Major Topics:

- The CPA's role in today's economy
- The similarities and differences between individual and business ethics
- The link between ethics, integrity and scruples
- The basic attributes of ethics and professional conduct
- The history of the CPA profession and the CPA's requirement to adhere to ethics policies and codes of conduct
- The AICPA's Code of Professional Conduct and a CPA's responsibility to the public, clients, and colleagues
- The common rules and statutes faced daily in the CPA profession. Case studies may also be utilized to present potential ethical dilemmas CPAs may face during their careers.

Learning Objectives:

- Understand the attributes of ethics and professional conduct
- Identify ethical issues that occur every day in the work environment
- Understand those deliberative, emotional, and social skills that enable a CPA to put their knowledge of the rules into practice in ways that are applicable to any situation

Designed For: All CPAs

Level of Knowledge: Intermediate

CPE Credits: 4, Behavioral Ethics

Prerequisite: Experience in financial reporting



FAUR

FASB UPDATE FOR SMALL- AND MEDIUM-SIZED BUSINESSES: A PRACTICAL IMPLEMENTATION GUIDE

Recently updated to include discussion of the FASB's new lease standard, this course is designed for small- and medium-sized business practitioners and their staff, whether in public accounting or business and industry, and will provide you with a comprehensive review of recent FASB accounting and reporting matters most relevant to smaller companies including: Private Company Standard Setting activities; Accounting Standards Updates (ASUs) recently issued and the FASB's current technical agenda; Revenue Recognition; the final issued Lease Accounting standard; and other important practice matters that small- and medium-sized businesses should be aware of. Examples and illustrations provide hands-on application to help you assess and implement the new standards and guidance applicable to your practice and clients.

Major Topics:

- Private company standard setting activities
- FASB Accounting Standards Updates (ASUs) relevant to smaller businesses
- Revenue recognition implementation guidance
- The recently issued Lease accounting standard
- Other important practice matters to practitioners who serve small- and medium-size businesses

Learning Objectives:

- Be familiar with recent private company standard setting activities
- Review recently issued FASB Accounting Standards Updates as they relate to small- and medium-sized businesses
- Understand the impact of implementing FASB's new revenue recognition standard
- Review the FASB's recently issued lease accounting standard
- Be aware of other important practice matters
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: Small- and medium-sized practicing CPAs and their staffs, both in public accounting and business and industry, controllers, accountants, and other financial accounting personnel involved in financial statement preparation and review

Level of Knowledge: Intermediate

CPE Credits: 8, Accounting

Prerequisite: Experience in financial accounting and reporting

FSBT

FASB'S "BIG 3" – REVENUE RECOGNITION, LEASES, AND FINANCIAL INSTRUMENTS

Sometimes we can avoid addressing the elephant in the room for a while. However, when there are three elephants in the room, it's time to address the issues. Designed for practitioners and their staff, whether in public accounting or business and industry, this course provides a comprehensive review and update of the FASB's Big 3 accounting and reporting areas – Revenue Recognition, Leases, and Financial Instruments. We will focus on recently issued Accounting Standards Updates and Exposure Drafts, covering these critical areas of your practice or organization. We will analyze the Big 3, which have a major effect on all industries, using examples and illustrations to provide a hands-on approach that will help you better assess and implement the new standards and guidance applicable to your clients or organization.

Major Topics:

- The FASB's comprehensive new revenue recognition standard, ASU No. 2014-09, Revenue from Contracts with Customers, and recent updates to the standard
- The new five-step principles-based revenue recognition model
- Revenue presentation, disclosures, and implementation guidance and illustrations
- Key differences between current U.S. GAAP and the new revenue recognition guidance
- The FASB's new ASU, Leases (Topic 842)
- Overall lease accounting guidance
- Lessee vs. Lessor accounting
- Sale and leaseback transactions
- The FASB's issued and proposed ASUs relating to financial instruments on classification and measurement, impairment, and hedging

Learning Objectives:

- Understand and apply the FASB's new revenue recognition standard, ASU No. 2014-09
- Review the FASB's new lease accounting guidance
- Be familiar with the FASB's financial instruments project covering the new ASUs dealing with classification and measurement and impairment, as well as the status of the hedging project

Designed For: Practicing CPAs and their staffs, both in public accounting and business and industry – controllers, accountants, and other financial accounting personnel involved in financial statement preparation and review

Level of Knowledge: Intermediate

CPE Credits: 8, Accounting

Prerequisite: Experience in financial accounting and reporting

GSM4

FINANCIAL STATEMENT DISCLOSURES: A GUIDE FOR SMALL- AND MEDIUM-SIZED BUSINESSES

A clear and concise set of proper financial statement disclosures can make or break an entity's financial statements. Such disclosures are no longer simply additional information provided by a business; they can be complex in nature and difficult to both prepare and understand, even for small- and medium-sized businesses. Oftentimes, financial statement users will first turn to the notes in the financial statements in order to get a feel for where the business and its numbers might be heading. This course will focus on key balance sheet and income statement disclosure as well as those relating to accounting policies, changes in accounting estimates and errors, subsequent events, going concern, and related party disclosures. The course will use illustrations and real-world examples from financial statements to provide you with a hands-on feel for the disclosure requirements across a number of accounting standards.

Major Topics:

- Financial statement disclosures for small- and medium-sized businesses
- Balance sheet, income statement, and statement of cash flows presentation and disclosure issues
- Disclosure examples from all sized entities which you can use to base your disclosures on

Learning Objectives:

- Understand and apply the professional requirements and guidance for preparing financial statement disclosures for all entities, including small- and medium-sized businesses
- Identify balance sheet, income statement, and statement of cash flows presentation issues
- Review disclosure examples from all sized entities, including small- and medium-sized businesses
- Be familiar with developing disclosure issues
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: CPAs and other accounting professionals in public practice and business and industry involved in preparing financial statement disclosures for small- and medium-sized businesses

Level of Knowledge: Basic

CPE Credits: 4, Accounting

Prerequisite: None



GAAS

HOW TO DO A GAAS AUDIT

In arriving at and providing an opinion on the financial statements, auditors follow approximately 1,000 pages of generally accepted auditing standards (GAAS)! It takes a great deal of effort and energy to keep up with the current requirements. Designed for everyone in the firm, this course will replenish your tank with an understanding of GAAS needed to fuel high-performance audits under today's standards. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced working knowledge of today's GAAS.

Major Topics:

- How today's GAAS is organized into seven facets of an audit (i.e., general principles and responsibilities; risk assessment and response to assessed risks; audit evidence; using the work of others; audit conclusions and reporting; special considerations; and special considerations in the United States)
- Important considerations, determinations and requirements that pertain to each of the seven facets of an audit
- Key terminology used in today's audit process
- Aspects of GAAS that have changed the most in recent years
- Answers to frequent questions that arise in the application of GAAS

Learning Objectives:

- Stay current on key aspects of maintaining professional skepticism and exercising professional judgment in the planning and performance of an audit
- Proficiently perform audits through an increased knowledge of how the various sections of GAAS interrelate to each other
- Skillfully apply the requirements used by auditors on a daily basis

Designed For: All auditors

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing

Prerequisite: Basic audit knowledge



CRU4

GUIDE AND UPDATE TO COMPILATIONS, REVIEWS, AND NEW PREPARATIONS

Specifically designed for compilation, preparation, and review practitioners and their staff, this course will provide you with an overview, update, and hands-on application for performing compilation, preparation, and review engagements. You will learn the ins and outs of SSARS No. 21, *Clarification and Recodification*, which is currently applicable and is the most significant change to the compilation and review standards since their inception over thirty years ago and how the standard differs from SSARS No. 19. Not only will this course bring you up to date on SSARSs requirements and guidance, but more importantly, it will provide you with practical examples and illustrations to help you effectively and efficiently perform compilation, preparation, and review engagements. This course will walk you through the content of The Essential SSARS 21 Implementation Toolkit, which is a comprehensive resource to help ensure that you satisfy professional, ethical, and technical requirements for all SSARS No. 21 services – highlighting the changes from SSARS No. 19.

Major Topics:

- SSARS No. 21, *Clarification and Recodification*
- Comprehensive sample engagement work programs for every level of SSARS No. 21 service
- Complete illustrations of engagement letters, management representation letter, reporting and other required communications for every level of SSARS No. 21 service
- Other current ARSC agenda items and projects

Learning Objectives:

- Understand and apply SSARS No. 21, *Clarification and Recodification*
- Be familiar with preparation, compilation, and review program examples
- Be aware of the most recent reports and other required communications
- Keep abreast of the ARSC agenda items and projects
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: Accounting practitioners and their staff performing and managing compilation, preparation, and review engagement services

Level of Knowledge: Update

CPE Credits: 4, Auditing

Prerequisite: Experience in performing and managing compilation, preparation, and review engagements



COM4

GUIDE TO SSARS NO. 21 PREPARATION OF FINANCIAL STATEMENT AND COMPILATION ENGAGEMENTS

Be the go-to person on compilation and financial statement preparation engagements. Specifically designed for preparation and compilation practitioners and their staff, this course will provide you with hands-on application for performing preparation and compilation engagements. You will learn the ins and outs of relevant sections of SSARS No. 21, *Clarification and Recodification*, the most significant change to the SSARS since their inception over thirty years ago. This course will bring you up to date on SSARSs requirements and guidance as it relates to preparation and compilation engagements. More importantly, it will provide you with practical examples and illustrations to help you effectively and efficiently perform those engagements.

Major Topics:

- Relevant sections of SSARS No. 21, *Clarification and Recodification*
- Comprehensive sample engagement work programs for preparation and compilation engagements
- Prescribed form, specified line item, pro forma, and other engagement variations
- Complete illustrations of relevant engagement letters, reporting and other required communications for preparation and compilation engagements
- Other current relevant ARSC agenda items and projects

Learning Objectives:

- Understand and apply relevant sections of SSARS No. 21, *Clarification and Recodification*
- Be familiar with preparation and compilation work program examples
- Be aware of the most recent reports and other required communications
- Keep abreast of relevant ARSC agenda items and projects
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: Accounting practitioners and their staff performing and managing preparation and compilation engagement services

Level of Knowledge: Basic

CPE Credits: 4, Auditing

Prerequisite: Experience in performing and managing preparation and compilation engagements



REV4

GUIDE TO THE NEW REVENUE RECOGNITION MODEL FOR ALL CPAs

Designed for accounting and auditing practitioners at all levels in both public accounting and business and industry, this course provides a thorough review of the FASB's comprehensive new revenue recognition guidance found in ASU No. 2014-09, Revenue from Contracts with Customers. The course begins with a quick overview of the new guidance from 30,000 feet, before diving into the details of the FASB's new five-step revenue recognition model. Additional guidance, presentation, and disclosures are then covered before the course wraps up with a brief look at changes already being proposed to the new guidance. Plenty of examples are used to illustrate the practical application of the ins and outs of the new guidance (including journal entries) to help you better understand and apply the complexities of this completely revamped area of accounting. It is important to note that while the FASB had decided to defer the original effective date of ASU No. 2014-09 by one year for both public and nonpublic entities, this does not mean that entities should delay investigating the impact of the new standard given their specific circumstances. Revenue recognition changes could impact wording in contracts, tax planning strategies, budgets, debt covenant compliance, incentive compensation plans, and more. In other words, this comprehensive change in revenue recognition is so much more than simply understanding the resulting debits and credits in the financial statements. As such, it is imperative that all accounting and auditing practitioners at all levels, in both public accounting and business and industry, begin their review and preparation for implementing ASU No. 2014-09 NOW.

Major Topics:

- ASU No. 2014-09, Revenue from Contracts with Customers, and recent updates
- The FASB's new five-step revenue recognition model including hands-on examples and illustrations of the new guidance
- Presentation and disclosure requirements

Learning Objectives:

- Explain the FASB's new revenue recognition guidance found in ASU No. 2014-09 and recently issued updates
- Describe the FASB's new five-step revenue recognition model
- Discuss the presentation and disclosure requirements in the new standard
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material

Designed For: Accounting and auditing practitioners at all levels desiring to understand the FASB's new revenue recognition guidance

Level of Knowledge: Intermediate

Credits: 4, Accounting

Prerequisite: Experience in accounting and auditing



EPRA

INTERACTIVE WORKSHOP: ENGAGEMENT PLANNING AND RISK ASSESSMENT ACTIVITIES

This fast-paced, highly interactive, and hands-on workshop is designed for auditors of small- and medium-sized businesses. Every 15 minutes, a 10-minute case study, exercise, or discussion group will be used to create the most dynamic learning environment possible to allow you to put your learning into action.

Major Topics:

- Safeguarding independence when both preparing and auditing the client's financial statements
- Determining an appropriate planning materiality and performance materiality based on the needs of the financial statement users
- Important group financial statement audit requirements, including component auditor considerations
- Initial audit requirements and predecessor auditor considerations
- Gaining an understanding of the entity and its environment to better assess audit risk
- Performing a meaningful preliminary analytic review
- Properly assessing inherent risk of material misstatement
- Evaluating the design and implementation of internal control to better assess risk of material misstatement
- Relying on a Service Organization Control Report for audits
- Evaluating general and application controls in an automated financial reporting environment
- Deciding when to test the operating effectiveness of internal control for a reliance strategy
- The four basic food groups needed to satisfy your appetite for assessed risk of material misstatement
- Maintaining required professional skepticism when evaluating the sufficiency and appropriateness of audit evidence
- Testing for management override of controls
- Responding to revenue recognition risk
- Identifying and responding to other significant fraud risks in smaller entity environments, including misappropriation of assets

Learning Objectives:

- Be familiar with key engagement acceptance/continuance decisions in special circumstances
- Describe how to properly apply the audit risk model for an effective and efficient audit plan
- Discuss how to leverage what you know at the entity and operating environment, including internal control to help identify risk
- Explain identifying and responding to various specifically identified fraud risks of material misstatement

Designed For: Public accounting professionals who perform audits of small- and mid-size businesses

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing

Prerequisite: Basic familiarity with financial statement audits, as this will be a fast-paced look at only the most important audit aspects

PSUB

INTERACTIVE WORKSHOP: PERFORMING SUBSTANTIVE TESTING AND GENERAL AUDIT PROCEDURES

This fast-paced, highly-interactive, and hands-on workshop is designed for auditors of small- and medium-sized businesses. Every fifteen minutes, a ten-minute case study, exercise, discussion group or other form of interaction will be used to create the most dynamic learning environment possible to allow you to put your learning into action. Whether you do one audit or multiple audits – this course is guaranteed to be practical, engaging, and interesting!

Major Topics:

- Properly designing, performing, and evaluating the results of substantive analytic procedures
- Commonly misapplied audit sampling concepts for tests of details
- Important external confirmation requirements
- Ensuring appropriate fair value measurement and disclosure for common investments held by private companies
- Evaluating the proper treatment of “plain vanilla” derivatives
- Meeting the minimum audit requirements of inventory observations
- Auditing estimates for reasonableness, such as reserves and allowances
- Determining compliance with debt covenant requirements to ensure proper presentation and disclosure of debt
- Performing subsequent events review procedures
- Evaluating communications with external attorneys and other contingency audit procedures
- Evaluating an entity’s ability to continue as a going concern
- Reviewing the sufficiency and appropriateness of audit documentation to support audit conclusions
- Getting the audit report date right, and other important dates in an audit
- When to modify the audit report, including emphasis-of-matter paragraphs and special purpose framework audit reports
- Required communications of internal control matters noted on the audit
- Important communications with management and those charged with governance beyond internal control deficiencies

Learning Objectives:

- Describe properly designed and performed audit procedures for common areas of higher risk of material misstatement in small- and mid-size businesses
- Discuss important considerations when performing general audit and engagement wrap-up procedures
- Explain key audit report and other required audit communication considerations

Designed For: Public accounting professionals who perform audits of small- and mid-size businesses

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing

Prerequisite: Basic familiarity with financial statement audits, as this is a fast-paced look at only the most important aspects of an audit

AIT4

MASTER ACCOUNTING FOR INCOME TAXES WITHOUT OVERTAXING YOUR BRAIN

Since its inception nearly 25 years ago, many have continued to struggle with applying the current model for accounting for income taxes. But this does not have to be you. This course will provide you with the basic knowledge necessary to understand the complexities of this challenging topic. Through discussions and use of exercises, this course will analyze the authoritative literature to provide a thorough understanding of such topics as deferred taxes, income tax expense, uncertain tax positions, and other classification and disclosure requirements. We will also explore the changes on the horizon to accounting for income taxes.

Major Topics:

- The sources of deferred tax assets and liabilities
- Calculating the deferred tax asset or liability
- Reporting income-tax expense and balance sheet items
- Defining, analyzing, and reporting uncertain tax positions
- Classification of deferred tax assets and liabilities
- Disclosure requirements
- Recent and proposed changes to the accounting and disclosure requirements for income taxes

Learning Objectives:

- Identify and calculate the deferred tax asset or liability for an entity
- Determine when and how to report uncertain tax positions
- Calculate and report the components of income tax expense
- Develop appropriate disclosures
- Comprehend recent and proposed changes to accounting guidance for income taxes

Designed For: Practicing CPAs and their staffs, both in public accounting and business and industry – controllers, accountants, and other financial accounting personnel involved in financial statement preparation and review

Level of Knowledge: Intermediate

CPE Credits: 4, Accounting

Prerequisite: Experience in financial accounting and reporting



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CIA4

MEET YOUR NEXT MIGRAINE: FIVE CRITICAL ISSUES THAT WILL CONFRONT A&A PUBLIC ACCOUNTANTS IN 2017

Standards overload. Confidential data under siege. Uncertain market outlook. Regulatory confusion. Yes, it can all be enough to make you want to take two aspirin and a nap, but understanding the forces affecting your A&A public practice is critical to success in today's complex and rapidly changing market. In this session we will tackle pressing issues at a 'need to know' level and then discuss the practical implications. You will come away armed with the 'big picture.' Preparedness is half the battle, so do not miss this critical briefing.

Major Topics:

- Accounting standards update: High-level rundown of major standards changes effective this year with a focus on practical implications
- Cybersecurity and ID theft update: What all CPAs should know about the current threats and scams to keep their personal, firm, and client data secure
- Roundup of other current and emerging challenges and threats as identified in the leading industry surveys, with implications and discussion of responsive strategies

Learning Objectives:

- Be able to identify the major standards and regulation-related changes that will confront A&A public accountants in their practice this year
- Understand current and emerging challenges and risks as identified in the leading industry surveys

Designed For: Practicing CPAs with a need to stay on top of the issues and trends that will affect their practice this year

Level of Knowledge: Intermediate

CPE Credits: 4, Accounting

Prerequisite: Sufficient experience in A&A practice to have gained a baseline understanding of key terminology and core issues



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COSF

MINIMIZING INTERNAL CONTROL BLUNDERS UNDER THE NEW COSO FRAMEWORK

Technological advances, increased regulatory scrutiny, globalization, and other challenges have caused entities and auditors to struggle with proper consideration of the cost-benefit of internal controls, recognizing that a well-designed system does not have to prevent or detect all internal control deficiencies – just ones that matter most to the entity's objectives related to financial reporting, compliance, operations and strategy. This course provides practical guidance on what a sound system of internal controls "looks like" and its impact on the reliability of financial statements, particularly for smaller entities.

Major Topics:

- Important differences between the original 1992 version of the COSO Internal Control – Integrated Framework and the 2013 guidance updated for today's business environment
- Key components of internal control per the COSO Integrated Framework, and the significant role each plays in the design and operating effectiveness of internal control
- Key concepts of Enterprise Risk Management that expand on internal control, providing a more robust and extensive focus of broader risk management
- The critical role of IT controls in reliable financial reporting
- Gaining an understanding of an entity's design of internal controls
- Evaluating an entity's design on internal controls, and the impact on risk of material misstatement in financial statements
- Testing controls for operating effectiveness
- Considerations related to the use of outside service organizations
- Differentiating an auditor's responsibilities under various professional and regulatory standards
- The financial statement auditor's responsibility for evaluating and communicating deficiencies in internal controls over reliable financial reporting

Learning Objectives:

- Explain the evolution of internal control concepts since the origination of the 1992 version of COSO's Internal Control-Integrated Framework
- Be familiar with a more extensive enterprise-wide risk management approach guided by COSO's Enterprise Risk Management
- Describe important internal control concepts, including identifying "key controls" in a "top-down" approach to evaluating the design and implementation of internal control
- Be familiar with numerous examples and illustrations of designing, implementing, maintaining and monitoring a sound system of internal control over reliable financial reporting

Designed For: Accountants responsible for designing, evaluating, and/or monitoring internal controls over financial reporting

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing

Prerequisite: Experience with designing, evaluating, or monitoring internal controls

NLS4

MORE THAN MEETS THE EYE: EXAMINING THE NEW LEASE ACCOUNTING STANDARD

Implementing ASU No. 2016-02 is sure to have a major impact on your balance sheet and potentially on your business as well. This course is a one-stop shop for what you need to know about the upcoming changes to lease accounting. In this course, we will review how to measure the lease liability and Right of Use asset that will now be recorded on the balance sheet for all leases. We will also tackle the tricky issues of accounting for lease modifications and other lease re-measurement events as well as address the other major provisions of the new standard, including transition. We will also review the income statement treatment of lease expense for all leases for both lessees and lessors.

Major Topics:

- ASU No. 2016-02, Leases (Topic 842)
- Overall lease accounting guidance
- Lessor Accounting 101
- Lessee Accounting 101
- Detailed review of accounting by lessees and lessors
- Sale and leaseback transactions
- Transition guidance
- Other operational issues

Learning Objectives:

- Comprehend and apply the FASB's comprehensive new lease accounting guidance found in ASU No. 2016-02, Leases (Topic 842)
- Recall operational issues in adopting the new lease accounting standard

Designed For: Practicing CPAs and their staffs, both in public accounting and business and industry – controllers, accountants, and other financial accounting personnel involved in financial statement preparation and review

Level of Knowledge: Intermediate

CPE Credits: 4, Accounting

Prerequisite: Experience in financial accounting and reporting



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AGAP

PRACTICAL ALTERNATIVE TO GAAP: SIMPLIFY YOUR REPORTING BY CONVERTING TO FRF FOR SMEs™

The AICPA has developed and released its new Financial Reporting Framework for Small- and Medium-Sized Entities (FRF for SMEs™), noting 'millions of private companies do not need to use or are not required to provide stakeholders financial statements prepared in accordance with U.S. GAAP but want an accounting system that has undergone public comment. The FRF for SMEs is a non-GAAP financial reporting solution that will be an option for millions of America's private companies.' For many small- and medium-sized businesses, preparing financial statements using the special purpose framework, FRF for SMEs™, may provide an alternative to the complexity of U.S. GAAP. This course will provide you with a comprehensive review of FRF for SMEs™, including examples, illustrations, and hands-on application exercises to help you understand and apply the new framework. A disclosure outline (checklist) for use in preparing and reporting on FRF for SMEs™ financial statements is included as well.

Major Topics:

- An introduction to FRF for SMEs™
- Statement of financial position, statement of operations, and statement of cash flows guidance
- Disclosure outline (checklist) for use with FRF for SMEs™
- FRF for SMEs™ vs. U.S. GAAP Financial Statements
- All individual chapters in FRF for SMEs™

Learning Objectives:

- Understand why the AICPA developed and released FRF for SMEs™
- Be familiar with the overall objectives of FRF for SMEs™
- Review the statement of financial position, statement of operations, and statement of cash flows guidance in FRF for SMEs™
- Be aware of disclosures applicable to FRF for SMEs™
- Compare and contrast FRF for SMEs™ and U.S. GAAP Financial Statements
- Be familiar with all of the individual chapters in FRF for SMEs™

Designed For: Small- and medium-sized business owners, financial statement preparers, and accounting/auditing practitioners at all levels desiring a thorough understanding and application of FRF for SMEs™

Level of Knowledge: Basic

CPE Credits: 8, Accounting

Prerequisite: Basic understanding of financial reporting concepts

CMT4

PREPARING SPECIAL PURPOSE FRAMEWORK FINANCIAL STATEMENTS: CASH, MODIFIED CASH, AND TAX BASIS

For many businesses, preparing financial statements using a special purpose framework may provide an alternative to the complexity of U.S. GAAP. This course will provide you with an overview and hands-on application for preparing financial statements using a special purpose framework. You will learn the unique measurement and disclosure requirements of various SPF options using example financial statements and illustrative disclosures. The course also includes common practice issues encountered when preparing SPF financial statements, as well as an introduction to the AICPA's new SPF for small- and medium-sized entities, FRF for SMEs™.

Major Topics:

- An introduction to special purpose frameworks
- Authoritative and non-authoritative guidance used to prepare SPF financial statements
- Common issues in preparing SPF financial statements
- Cash basis and modified cash basis financial statements
- Income tax basis financial statements
- The AICPA's new special purpose framework – FRF for SMEs™

Learning Objectives:

- Review the limited authoritative and non-authoritative literature covering special purpose frameworks
- Learn how to prepare SPF financial statements using the cash, modified cash, and tax basis of accounting
- Be aware of SPF accounting and presentation issues
- Review the disclosure requirements for SPF financial statements

Designed For: Practitioners and staff involved with the preparation of cash and tax basis financial statements

Level of Knowledge: Basic

CPE Credits: 4, Accounting

Prerequisite: None



NRRS

RACE TOWARD IMPLEMENTATION: TACKLING THE TOUGH ISSUES IN ADOPTING THE NEW REVENUE RECOGNITION STANDARD

Whether you are ready or not, the effective date of the new revenue recognition standard is right around the corner. The time to execute your implementation plan is now. Are you ready? In this course, in addition to reviewing the five-step revenue recognition model and the recent updates that impact the standard, we will explore some industry specific topics that have been challenging for entities adopting the new standard. Topics covered include identifying performance obligations, licenses, customer loyalty programs, other “material right” option, plus other transition issues such as the impact on income taxes and financial systems. As you sprint toward implementation, this course will help make sure that the wind stays at your back.

Major Topics:

- ASU No. 2014-09, Revenue from Contracts with Customers
- The FASB's new five-step revenue recognition model, including hands-on examples and illustrations of the new guidance
- Presentation and disclosure requirements
- Recent ASUs that provide implementation guidance for the standard
- Industry specific implementation issues and guidance
- Identifying performance obligations
- Accounting for licenses
- Identifying a “material right” in an option
- Other operational issues related to implementation

Learning Objectives:

- Apply the FASB's new revenue recognition guidance found in ASU No. 2014-09
- Describe the FASB's new five-step revenue recognition model
- Discuss the presentation and disclosure requirements in the new standard
- Utilize hands-on examples and illustrations to increase your overall understanding and application of the material
- Comprehend industry and issue specific guidance related to revenue recognition
- Identify operational implementation issues related to adopting the new standard

Designed For: Practicing CPAs and their staffs, both in public accounting and business and industry – controllers, accountants, and other financial accounting personnel involved in financial statement preparation and review

Level of Knowledge: Intermediate

CPE Credits: 8, Accounting

Prerequisite: Experience in financial accounting and reporting



GSGC

REAL ESTATE: THE MANY COMPLEXITIES OF GAAP, SSARS, AND GAAS COMPLIANCE

Accounting for real estate activities is always a complicated adventure. From how to account for development costs, to how to recognize impairment losses, to how to recognize gain or loss on its sale are all challenging issues for the accountant. And then to top things off, when it comes to the income tax side, we have a whole set of different rules. No other industry has such differences between GAAP and income tax reporting.

Major Topics:

- An overview of the real estate industry in today's economy
- GAAP compliance involving the purchase and development of real estate
- GAAP compliance involving the operation of real estate
- GAAP compliance involving various revenue recognition issues associated with real estate under today's Standards
- GAAP compliance involving various revenue recognition issues associated with real estate under the new Revenue Recognition Standards
- GAAP issues involving recognition of impairment losses
- Financial Statement preparation issues for real estate entities
- Key issues involving a review of a real estate entity under today's SSARS
- Key issues involving an audit of a real estate entity under today's GAAS
- Computation of tax basis
- Definition of Section 1231 property
- Understanding the difference and recognizing gain under Sections 1245 and 1250
- Understanding the passive activity rules

Learning Objectives:

- Understand the many complexities involving compliance with GAAP and financial statement preparation
- Understand the many difficulties involving compliance with the SSARS and GAAS when reviewing/auditing a real estate entity
- Understand select issues involving income tax preparation of a real estate entity and individuals who invest in real estate

Designed For: CPAs in both public accounting and industry who want to know more about GAAP, financial statement preparation SSARS, GAAS, and tax compliance involving real estate entities

Level of Knowledge: Basic

CPE Credits: 8 (Accounting (5), Auditing (1), Taxes (2))

Prerequisite: None

FLO4

STATEMENT OF CASH FLOWS: PREPARATION GUIDANCE AND PRESENTATION ILLUSTRATIONS

From its humble beginnings way back in 1963 when the Accounting Principles Board 'encouraged' the presentation of a funds statement, the Statement of Cash Flows has made its way to a required, critical, and often considered the most important financial statement in an entity's financial reporting package. This course will provide you with an overall review of the authoritative literature used for preparing a statement of cash flows, FASB Accounting Standards Codification (ASC) 230, Statement of Cash Flows, as well as implementation guidance and real-world presentation examples from published financial statements. Hands-on exercises will be used to help you apply the requirements and guidance which can be challenging especially in those situations when non-operating changes in assets and liabilities are involved. Disclosure requirements will also be reviewed and illustrated across a number of accounting standards.

Major Topics:

- FASB ASC 230, Statement of Cash Flows
- The indirect and direct methods for preparing the operating section
- Operating activities, investing activities, and financing activities
- Disclosure requirements and issues

Learning Objectives:

- Understand and apply the professional requirements and guidance for preparing a statement of cash flows found in FASB ASC 230, Statement of Cash Flows
- Identify and properly classify transactions and events on the statement of cash flows
- Review presentation and disclosure issues relating to the statement of cash flows
- Prepare the statement of cash flows in accordance with U.S. GAAP

Designed For: Accounting practitioners in public practice and business and industry involved in preparing the statement of cash flows; other financial professionals who review, analyze, and use the statement of cash flows including lenders, creditors, investors, and financial analysts

Level of Knowledge: Basic

CPE Credits: 4, Accounting

Prerequisite: None



SWLD

SWEEPING YOUR WORKPAPERS FOR LANDMINES: AVOIDING DEFICIENT AUDITS

Reviewing workpapers is a critical internal quality control safeguard that ensures issued audit reports are appropriate given the specific engagement's circumstances. There is a presumption that more experienced engagement team members should review work performed by less experienced staff. But, even sole practitioners must be concerned about complying with quality control standards and proper ethical conduct. This course will provide tips and techniques for effective and efficient review of audit workpapers, the success of which heavily depends on an auditor's proper application of critical financial statement audit concepts.

Major Topics:

- Understanding the quality control standards and guidance related to a CPA firm's responsibilities for its system of quality control over the audit practice
- The primary purpose of audit documentation, and minimum documentation requirements
- Tips for an efficient workpaper review process that complies with relevant standards
- How to audit financial statement areas that commonly contain significant judgments or conclusions that require supporting audit documentation, including when consultations may be appropriate
- Discussing the financial statement audit risk concept, including how proper application better ensures a higher quality audit
- Considering ethics as a critical element of high-quality workpaper reviews
- The critical role of the engagement partner related to the overall quality of an engagement
- The responsibilities of the engagement quality control reviewer in evaluating the significant judgments the engagement team made and conclusions reached in formulating the report
- The importance of monitoring compliance with engagement quality control policies and procedures

Learning Objectives:

- Describe the most important financial statement audit documentation requirements
- Discuss areas of critical auditor judgments that impact the extent of audit documentation needed to support audit conclusions
- Explain the importance of establishing, applying, and monitoring quality control policies and procedures related to audit documentation
- Be familiar with the results of the numerous case studies, exercises and illustrations that reinforce key learning points throughout the course

Designed For: Public accounting professionals with audit supervision and review responsibilities

Level of Knowledge: Intermediate

Credits: 8, Auditing

Prerequisite: Involvement in supervision, review, or other quality control functions

RERE

TACKLING THE NEW REVENUE RECOGNITION MODEL – A PRACTICAL COMPARISON OF OLD AND NEW RULES

The long-anticipated release of the new Revenue Recognition standard, Revenue from Contracts with Customers (ASC 606), was issued in May 2014. This new standard represents a fundamental change in a company's approach to revenue recognition. In addition, other than some limited-scope exceptions, it applies to all companies and industries. However, since the new standard will not go into effect for public companies until fiscal years beginning after December 15, 2017 (and for private companies a year after that), this program will include present accounting guidance but also include an increased coverage of the new standard. This program will provide participants with practical guidance about how to work with the current concepts and principles of revenue recognition under GAAP. In addition, we will do a deep dive into the concepts and frameworks that are the basis for Revenue from Contracts with Customers. This new standard will be the same around the world (with a few exceptions) and will supersede all present accounting guidance for U.S. GAAP.

Major Topics:

- Changes in revenue recognition guidance
- Economic approach to recognizing revenue for multiple element arrangements
- Detailed analysis of ASU 2009-13, Revenue Recognition with Multiple Deliverables
- Detailed analysis of ASC 606, Revenue from Contracts with Customers

Learning Objectives:

- Understand how the implementation of a more economic approach to revenue recognition changes accounting processes and reported results for companies (ASU 2009-13)
- Understand the new revenue recognition standard and its impact on financial statements
- Determine the impact of the new standard on revenue accounting processes and financial statements

Designed For: Staff accountants who need to 'get up to speed' on the changes in revenue recognition; Controllers responsible for a unit's financial statements; Accounting managers responsible for preparing financial statements; Finance staff who want a review of how financial statements will change under the existing and new guidance for revenue recognition

Level of Knowledge: Basic

CPE Credits: 8, Accounting

Prerequisite: Basic understanding of current revenue recognition guidance

IAA4

UNDERSTANDING THE HIGH STAKES MEGA ISSUES IN A&A TODAY

With the recent release of a series of high-impact new accounting standards, the impact of these pronouncements will take center stage over the next few years. In addition to new accounting guidance, these standards have the potential to change how companies do business. In this course, we will explore the accounting and operational impact of recent FASB activity, including standards on revenue, leases, financial instruments, consolidation and other hot topics. One of the best ways to add value as an accountant is to be in front of the pack with the best knowledge and insights. This course is designed to give you the latest information on these mega issues in accounting so you can be a true business advisor.

Major Topics:

- Accounting and operational impacts of adopting ASU No. 2014-09
- Accounting and operational impacts of adopting ASU No. 2016-02
- Accounting for and added income statement volatility resulting from recent FASB ASUs on financial instruments and stock-based compensation
- Business impact on both large and small companies of applying the FASB's recent guidance on consolidations
- The accounting, business, and operational impact of other new or proposed ASUs

Learning Objectives:

- Understand and apply the FASB's new revenue recognition standard, ASU No. 2014-09
- Review the FASB's new lease accounting guidance, ASU No. 2016-02
- Recall the financial statement impact of other recent accounting standards updates
- Comprehend the operational impact of recent and proposed accounting standards

Designed For: Practicing CPAs and their staffs, both in public accounting and business and industry – controllers, accountants, and other financial accounting personnel involved in financial statement preparation and review

Level of Knowledge: Intermediate

CPE Credits: 4, Accounting

Prerequisite: Experience in financial accounting and reporting



**NEW
COURSE**



**4-HR
COURSE**

AGA4

WHEN U.S. GAAP ISN'T THE ANSWER: THE PROS AND CONS OF ADOPTING THE NEW SMALLER EMPLOYER FRAMEWORK

The AICPA has developed and released its new Financial Reporting Framework for Small- and Medium-Sized Entities (FRF for SMEs™), noting 'millions of private companies do not need to use or are not required to provide stakeholders financial statements prepared in accordance with U.S. GAAP but want an accounting system that has undergone public comment. The FRF for SMEs is a non-GAAP financial reporting solution that will be an option for millions of America's private companies.' For many small- and medium-sized businesses, preparing financial statements using the special purpose framework, FRF for SMEs™, may provide an alternative to the complexity of U.S. GAAP. This course will provide you with an overview of FRF for SMEs™ including application examples and a disclosure outline (checklist) for use in preparing and reporting on FRF for SMEs™ financial statements.

Major Topics:

- An introduction to FRF for SMEs™
- FRF for SMEs™ financial statements
- Key chapters in FRF for SMEs™
- Disclosure outline (checklist) for use with FRF for SMEs™

Learning Objectives:

- Understand why the AICPA developed and released FRF for SMEs™
- Be familiar with the overall objectives of FRF for SMEs™
- Take a look at a basic set of FRF for SMEs™ financial statements
- Review the key chapters of FRF for SMEs™
- Be aware of disclosures applicable to FRF for SMEs™

Designed For: Small- and medium-sized business owners, financial statement preparers, and accounting/auditing practitioners at all levels desiring a thorough understanding and application of FRF for SMEs™

Level of Knowledge: Basic

CPE Credits: 4, Accounting

Prerequisite: Basic understanding of financial reporting concepts



**4-HR
COURSE**

COURSE NAME	ACRONYM	PAGE
Become a Public Speaking Pro Today! Interactive Skills Building Workshop	PSTW	28
Business Writing Skills for CPAs	BUSW	28
Five Secrets of Amazing Presenters: Tips and Tricks for Successful Public Speaking	PST4	29

Communications and Personal Development
CPE courses from Surgent help CPAs and other accounting and tax professionals improve their “soft skills” in areas such as business writing, negotiating, personal branding, presentation skills, and more. These courses offer a great way to supplement your technical acumen and gain the insights needed to help advance a career, change a career trajectory, or just be a better communicator.

In addition to the live seminars shown here, Surgent offers a number of additional Communications and Personal Development courses in live webinar format.

See page 84 for details.

PSTW

BECOME A PUBLIC SPEAKING PRO TODAY! INTERACTIVE SKILLS BUILDING WORKSHOP

Public speaking skill is a powerful tool for CPA success. The ability to deliver impactful presentations with poise and energy can make all the difference in firm advancement, client retention, and rainmaking. Which is why it is so unfortunate that the prospect of speaking before a crowd fills so many of us with dread.

Successful public speakers enjoy presenting to groups because they understand how to engage and delight their audience. But they were not born knowing how to do this. They learned – and so can you. In Surgent's interactive workshop, you will learn strategies and tactics you can use to manage public speaking anxiety, project confidence, build rapport with an audience, and communicate your message powerfully. In addition to an expert-led discussion of the issues, each participant will have several opportunities for "mini-presentations" to the presenter(s) and peers, and receive real-time feedback.

Major Topics:

- Techniques to control nervousness and project confidence
- Identifying audience needs
- Effective and ineffective delivery methods
- Physical skills and body language
- When and how to use visuals
- Effective audience Q&A
- Reading your audience and addressing disruption and distraction

Learning Objectives:

- Understand how good public speaking skills benefit you as a CPA
- Understand and be able to apply techniques to control nervousness and project confidence
- Understand the elements of an effective presentation, including adapting design to the purpose
- Be able to effectively identify and respond to audience needs

Designed For: CPAs at all experience levels with a desire to develop or improve their public speaking skills

Level of Knowledge: Basic

CPE Credits: 8, Communications

Prerequisite: None



BUSW

BUSINESS WRITING SKILLS FOR CPAs

Do not allow yourself to be relegated to the role of number cruncher. Elevating your career to the next level requires good written communication skills, which can be significantly enhanced with specific, proven, and easy-to-use techniques. Also learn to quickly and efficiently translate your thoughts into a clear, concise message designed specifically for your target audience. This course provides the tools you need to write letters, memos, emails, reports, etc. that are interesting, accessible, and loaded with the information readers need, in a format they want to read. It will transform the process of writing from a dreaded chore to a creative and productive activity.

Major Topics:

- The nature of business writing
- Preparation and planning
- Knowing your audience and purpose
- Organizing your message
- Designing pages for readability
- Writing simply and confidently
- Active and passive voices
- Using positive language
- Frontloading your message
- Avoiding clichés, abstractions, jargon, and other writing pitfalls
- Letters, memos, and reports
- Emails
- Specialized written communications
- Audit opinions, management letters, and compliance findings
- RFPs, proposals, and engagement letters
- Financial statement footnotes
- Using graphs, charts, tables, and other non-textual content
- Editing and proofreading

Learning Objectives:

- Write fluently and prolifically
- Identify your purpose, message, and audience
- Choose a medium for your written communication
- Grab the reader's attention immediately and hold it throughout your message
- Develop a voice and style that works for your message and audience
- Organize your message to enhance the reader's interest and understanding
- Avoid writing pitfalls that result in dull, unreadable documents

Designed For: CPAs at all levels in industry and public practice who want to improve their writing skills

Level of Knowledge: Basic

CPE Credits: 8, Communications

Prerequisite: None



PST4

FIVE SECRETS OF AMAZING PRESENTERS: TIPS AND TRICKS FOR SUCCESSFUL PUBLIC SPEAKING

Successful public speakers enjoy presenting to groups because they understand how to engage and delight their audience. The ability to deliver impactful presentations with poise and energy can make all the difference in CPA firm advancement, client retention, and rainmaking. This course will divulge to you the five biggest secrets of amazing presenters, which you can put into immediate practice to help you succeed as a CPA.

Major Topics:

- Techniques to control nervousness and project confidence
- Identifying audience needs
- Effective and ineffective delivery methods
- Physical skills and body language
- When and how to use visuals

Learning Objectives:

- Understand and be able to apply techniques to control nervousness and project confidence
- Understand the elements of an effective presentation, including adapting design to the purpose

Designed For: CPAs at all experience levels with a desire to develop or improve their public speaking skills

Level of Knowledge: Basic

CPE Credits: 4, Communications

Prerequisite: None



**NEW
COURSE**



**4-HR
COURSE**

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A Complete Guide to the Yellow Book	YBYB	31
The Essential Course for Performing Single Audits Under the New Uniform Guidance for Federal Awards	UGID	32
Fraud and Abuse in Not-for-Profit Entities and Governments: Stealing from Everyone	FANG	32
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Latest Developments in Government and Nonprofit Accounting 2017	GNA4	34
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Not-for-Profit Financial Statements: Everything You Need to Know Today, Everything You Will Need to Know Tomorrow ...	NPFS	36
Recent Frauds Occurring in Not-for-Profit Entities and Governments	FNG4	37

ANFP

AUDITING NOT-FOR-PROFIT ENTITIES: SUPERIOR SKILLS FOR AN EFFECTIVE AND EFFICIENT AUDIT

It's been said that you cannot fit a square peg into a round hole. The same principle holds true for audits of not-for-profit entities. You cannot apply a standard commercial audit approach to the audit of a not-for-profit entity and expect a good fit. Skilled auditors will instead adjust and hone the audit approach to fit the not-for-profit entity. This course is designed to help you obtain the superior skills needed to excel in auditing not-for-profit entities. The course materials utilize a highly illustrative and innovative format. Over 20 focused exercises are included to provide an enhanced working knowledge of auditing not-for-profit entities.

Major Topics:

- Refining key planning and general auditing considerations to the not-for-profit environment
- Characteristics of not-for-profit financial statements that require special attention
- The auditor's consideration of fraud in auditing a not-for-profit entity
- Audit procedures to become comfortable with management's recording and reporting of contributions and promises to give
- Auditing how a not-for-profit entity gets from natural expenses to functional expenses
- Auditing considerations and techniques related to net assets, compliance with tax laws and regulations, collections and split-interest agreements
- Considerations related to Yellow Book and single audits
- The 2017 version of the course will also contain bonus coverage of the new ASU on not-for-profit financial statements and a discussion of issues related to the revenue recognition standard

Learning Objectives:

- Identify what distinguishes not-for-profit auditing from commercial sector auditing
- Skillfully adjust the audit for the characteristics of a not-for-profit entity
- More effectively audit not-for-profit entities through superior knowledge of key issues

Designed For: Auditors of not-for-profit entities

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing (Governmental)

Prerequisite: Basic auditing knowledge



YBYB

COMPLETE GUIDE TO THE YELLOW BOOK

The Yellow Book is a comprehensive document containing general standards, performance standards, and reporting standards for audit and attestation engagements. The purpose of this course is to increase your confidence and proficiency in performing Yellow Book engagements by equipping you with a thorough understanding of the standards. The course materials utilize a highly illustrative and innovative format. Over 20 focused exercises are included to provide an enhanced working knowledge of the Yellow Book.

Major Topics:

- The purpose and applicability of the Yellow Book (a.k.a., Government Auditing Standards, or GAGAS)
- The key differences and the relationship between the Yellow Book requirements and the single audit requirements
- Types of Yellow Book audit and attestation engagements
- Any current developments regarding the Yellow Book
- The Yellow Book's general requirements, including the independence requirements, professional judgment, competence (including CPE), and quality control and assurance (including peer review)
- The Yellow Book performance standards for financial audits – including auditor communication; previous audits and attestation engagements; fraud, noncompliance with provisions of laws, regulations, contracts, and grant agreements, and abuse; developing elements of a finding; and audit documentation
- The Yellow Book reporting standards for financial audits – including reporting auditor's compliance with GAGAS; reporting on internal control, compliance with provisions of laws, regulations, contracts, and grant agreements, and other matters; reporting views of responsible officials; reporting confidential or sensitive information; and distributing reports
- Additional considerations related to Yellow Book financial audits – materiality, early communication of deficiencies
- The Yellow Book requirements for attestation engagements (examinations, reviews, and agreed-upon procedures) and performance audits

Learning Objectives:

- Thoroughly understand the requirements of the Yellow Book and how they relate to the AICPA and single audit requirements
- Excel in the Yellow Book auditing arena
- Save time on Yellow Book engagements via in-depth knowledge of the requirements

Designed For: Auditors performing Yellow Book engagements

Level of Knowledge: Basic

CPE Credits: 8, Auditing (Governmental)

Prerequisite: Basic audit knowledge



UGID

ESSENTIAL COURSE FOR PERFORMING SINGLE AUDITS UNDER THE NEW UNIFORM GUIDANCE FOR FEDERAL AWARDS

The Uniform Guidance for Federal Awards is fully effective! Make sure that you fully understand the new single audit requirements and how they affect your single audits. This is an essential course for auditors performing single audits as it will equip you with the knowledge needed to perform audits under the new Uniform Guidance for Federal Awards. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced working knowledge of the new single audit requirements.

Major Topics:

- Core concepts involved in the single audit
- The current requirements relating to the schedule of expenditures of federal awards (i.e., the SEFA) and how the auditor provides an opinion on the SEFA
- An in-depth look at the four-step major program determination process and common problems encountered in its application
- Performing the compliance audit of federal awards (i.e., the auditor's responsibilities related to internal control and compliance for major programs and how the auditor utilizes the Compliance Supplement)
- Auditee and auditor responsibilities related to the corrective action plan and the summary schedule of prior audit findings
- The auditor's reporting responsibilities in a single audit including the critical requirements related to the schedule of findings and questioned costs
- Other significant issues (e.g., key sampling considerations, pass-through entities, and program-specific audits)

Learning Objectives:

- Stay current in the complex and changing single audit environment
- Save time on single audit engagements via enhanced knowledge of the single audit requirements contained in the Uniform Guidance for Federal Awards
- Excel in the single auditing arena

Designed For: Auditors performing single audits

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing (Governmental)

Prerequisite: Basic single audit knowledge



FANG

FRAUD AND ABUSE IN NOT-FOR-PROFIT ENTITIES AND GOVERNMENTS: STEALING FROM EVERYONE

When not-for-profit entities and governments fall prey to fraud and abuse it breaks the hearts of donors and taxpayers. Fraud and abuse also causes donors and taxpayers to lose confidence in those not-for-profit entities and governments. In this course, we will focus on the common types of fraud and abuse that occur in not-for-profit entities and governments and also address the auditor's responsibilities related to fraud and abuse. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced knowledge of fraud and abuse in not-for-profit entities and governments.

Major Topics:

- The current GAAS requirements related to fraud found in AU Section 240, Consideration of Fraud in a Financial Statement Audit
- The current Yellow Book requirements related to fraud and abuse
- Common conditions that indicate the financial statements may contain a material misstatement from fraud and fraud risk factors frequently observed in not-for-profit entities and governments
- Recent frauds that occurred in not-for-profit entities involving: the theft of cash; falsified billings; improper use of credit cards; the redirection of cash and non-cash contributions; conversion of assets; the redirection of benefits; grant-related fraud; and travel and expense reporting fraud
- Recent frauds that occurred in governments involving: falsified applications for benefits; payroll fraud; vendor fraud; kickbacks; workers' compensation and risk management frauds; purchase card abuse; providing government services for personal benefit; misappropriation of utility payments; and theft of assets
- Tools for fraud prevention and detection

Learning Objectives:

- Confidently and efficiently comply with the GAAS and Yellow Book requirements related to fraud and abuse
- Improve your awareness of real-world frauds occurring in not-for-profit entities and governments
- Implement useful fraud prevention tools
- Perceive how real-world frauds were actually discovered

Designed For: Auditors of not-for-profit entities and governments and industry professionals interested in preventing fraud

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing (Governmental)

Prerequisite: Basic knowledge of the not-for-profit and government environment

Available in a 4-hour version. See FNG4 on page 37.



GAAS

HOW TO DO A GAAS AUDIT

In arriving at and providing an opinion on the financial statements, auditors follow approximately 1,000 pages of generally accepted auditing standards (GAAS)! It takes a great deal of effort and energy to keep up with the current requirements. Designed for everyone in the firm, this course will replenish your tank with an understanding of GAAS needed to fuel high-performance audits under today's standards. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced working knowledge of today's GAAS.

Major Topics:

- How today's GAAS is organized into seven facets of an audit (i.e., general principles and responsibilities; risk assessment and response to assessed risks; audit evidence; using the work of others; audit conclusions and reporting; special considerations; and special considerations in the United States)
- Important considerations, determinations and requirements that pertain to each of the seven facets of an audit
- Key terminology used in today's audit process
- Aspects of GAAS that have changed the most in recent years
- Answers to frequent questions that arise in the application of GAAS

Learning Objectives:

- Stay current on key aspects of maintaining professional skepticism and exercising professional judgment in the planning and performance of an audit
- Proficiently perform audits through an increased knowledge of how the various sections of GAAS interrelate to each other
- Skillfully apply the requirements used by auditors on a daily basis

Designed For: All auditors

Level of Knowledge: Intermediate

CPE Credits: 8, Auditing

Prerequisite: Basic audit knowledge



YBK4

HOW TO DO A YELLOW BOOK FINANCIAL AUDIT

The Yellow Book contains general standards, performance standards, and reporting standards for financial audits. The purpose of this course is to increase your confidence and proficiency in performing Yellow Book financial audits through a thorough understanding of the standards. The course materials utilize a highly illustrative and innovative format. Over a dozen focused exercises are included to provide an enhanced working knowledge of the Yellow Book.

Major Topics:

- The purpose and applicability of the Yellow Book (a.k.a. Government Auditing Standards or GAGAS)
- Any current developments regarding the Yellow Book
- The Yellow Book's general requirements – including independence requirements, professional judgment, competence (including CPE), and quality control and assurance (including peer review)
- The Yellow Book performance standards for financial audits – including auditor communication; previous audits and attestation engagements; fraud, noncompliance with provisions of laws, regulations, contracts, and grant agreements, and abuse; developing elements of a finding; and audit documentation
- The Yellow Book reporting standards for financial audits – including reporting auditor's compliance with GAGAS; reporting on internal control, compliance with provisions of laws, regulations, contracts, and grant agreements, and other matters; reporting views of responsible officials; reporting confidential or sensitive information; and distributing reports
- Additional considerations related to Yellow Book financial audits – materiality, early communication of deficiencies

Learning Objectives:

- Thoroughly understand the financial auditing requirements of the Yellow Book
- Excel in the Yellow Book auditing arena
- Save time on Yellow Book engagements via in-depth knowledge of the requirements

Designed For: Auditors performing Yellow Book financial audits

Level of Knowledge: Basic

CPE Credits: 4, Auditing (Governmental)

Prerequisite: Basic audit knowledge



GNA4

LATEST DEVELOPMENTS IN GOVERNMENT AND NONPROFIT ACCOUNTING 2017

With two active standard setters (i.e., the GASB and FASB), there are always important developments occurring in government and nonprofit accounting. Time is valuable and it's hard to stay current in today's rapidly changing environment. Let us save you time and effort in staying current through this informative update course. The purpose of this course is to enable you to excel in the constantly changing government and nonprofit environment. The course materials utilize a highly illustrative and innovative format. Over a dozen focused exercises are included to provide an enhanced working knowledge of the latest developments in government and nonprofit accounting.

Major Topics:

- Recent FASB activities directed towards nonprofits including the new FASB ASU on not-for-profit financial statements and developing issues related to the revenue recognition standard
- Recent GASB activities directed towards state and local governments with an emphasis on the new OPEB standards (i.e., GASB Nos. 74 and 75)

Learning Objectives:

- Keep up to date with the latest developments related to governments and nonprofits at the FASB and GASB
- Ensure that your accounting skills stay up-to-date with current requirements
- Be prepared for major changes on the horizon

Designed For: Auditors and industry professionals working in the government and nonprofit environment

Level of Knowledge: Update

CPE Credits: 4, Accounting (Governmental)

Prerequisite: Knowledge of government and nonprofit accounting



GNAA

LATEST DEVELOPMENTS IN GOVERNMENT AND NONPROFIT ACCOUNTING AND AUDITING 2017

2017 is yet another year of significant change in the world of government and nonprofit accounting and auditing. Time is valuable, and it's hard to stay current in today's rapidly changing environment. Let us save you time and effort in staying current through this informative update course. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced working knowledge of the latest developments in government and nonprofit accounting and auditing.

Major Topics:

- Critical aspects of performing single audits under the OMB's Uniform Guidance for Federal Awards
- Developing issues and challenges involving the Yellow Book
- Key AICPA developments affecting audits of governments and nonprofits and a special look at identifying, evaluating, and communicating deficiencies in internal control
- Recent GASB activities directed towards state and local governments with an emphasis on the new OPEB standards (i.e., GASB Nos. 74 and 75)
- Recent FASB activities directed towards nonprofits including the new FASB ASU on not-for-profit financial statements and developing issues related to the revenue recognition standard

Learning Objectives:

- Keep up with the latest developments at the GAO, OMB, AICPA, GASB, and FASB
- Ensure that your accounting and auditing skills stay up-to-date with current requirements
- Be prepared for major changes on the horizon

Designed For: Auditors and industry professionals working in the government and nonprofit environment

Level of Knowledge: Update

CPE Credits: 8 (4, Auditing (Governmental) / 4, Accounting (Governmental))

Prerequisite: Knowledge of government and nonprofit accounting and auditing



GAU4

LATEST DEVELOPMENTS IN GOVERNMENT AND NONPROFIT AUDITING 2017

2017 is yet another year of significant change in the world of government and nonprofit auditing. Time is valuable, and it's hard to stay current in today's rapidly changing environment. Let us save you time and effort in staying current through this informative update course. The course materials utilize a highly illustrative and innovative format. Over a dozen focused exercises are included to provide an enhanced working knowledge of the latest developments in government and nonprofit auditing.

Major Topics:

- Critical aspects of performing single audits under the OMB's Uniform Guidance for Federal Awards
- Developing issues and challenges involving the Yellow Book
- Key AICPA developments affecting audits of governments and nonprofits and a special look at identifying, evaluating, and communicating deficiencies in internal control

Learning Objectives:

- Keep up with the latest developments at the GAO, OMB, and AICPA
- Ensure that your auditing skills stay up-to-date with current requirements
- Be prepared for major changes on the horizon

Designed For: Auditors and industry professionals working in the government and nonprofit environment

Level of Knowledge: Update

CPE Credits: 4, Auditing (Governmental)

Prerequisite: Knowledge of government and nonprofit auditing



**YELLOW
BOOK**



**4-HR
COURSE**

GVAA

LATEST DEVELOPMENTS IN GOVERNMENTAL ACCOUNTING AND AUDITING 2017

2017 is yet another year of significant change in the world of governmental accounting and auditing. Time is valuable, and it's hard to stay current in today's rapidly changing environment. Let us save you time and effort in staying current through this informative update course. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced working knowledge of the latest developments in governmental accounting and auditing.

Major Topics:

- Critical aspects of performing single audits under the OMB's Uniform Guidance for Federal Awards
- Developing issues and challenges involving the Yellow Book
- Key AICPA developments affecting audits of governmental entities and a special look at identifying, evaluating, and communicating deficiencies in internal control
- Recent GASB activities directed towards state and local governments with an emphasis on the new OPEB standards (i.e., GASB Nos. 74 and 75)

Learning Objectives:

- Keep up with the latest developments at the GAO, OMB, AICPA, and GASB
- Ensure that your accounting and auditing skills stay up-to-date with current requirements
- Be prepared for major changes on the horizon

Designed For: Auditors and industry professionals working in the governmental environment

Level of Knowledge: Update

CPE Credits: 8 (4, Auditing (Governmental) / 4, Accounting (Governmental))

Prerequisite: Knowledge of government accounting and auditing



**YELLOW
BOOK**

NPAA

LATEST DEVELOPMENTS IN NONPROFIT ACCOUNTING AND AUDITING 2017

2017 is yet another year of significant change in the world of nonprofit accounting and auditing. Time is valuable, and it's hard to stay current in today's rapidly changing environment. Let us save you time and effort in staying current through this informative update course. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced working knowledge of the latest developments in nonprofit accounting and auditing.

Major Topics:

- Critical aspects of performing single audits under the OMB's Uniform Guidance for Federal Awards
- Developing issues and challenges involving the Yellow Book
- Key AICPA developments affecting audits of nonprofit entities and a special look at identifying, evaluating, and communicating deficiencies in internal control
- Recent FASB activities directed towards nonprofits including the new FASB ASU on not-for-profit financial statements and developing issues related to the revenue recognition standard

Learning Objectives:

- Keep up with the latest developments at the GAO, OMB, AICPA, and FASB
- Ensure that your accounting and auditing skills stay up-to-date with current requirements
- Be prepared for major changes on the horizon

Designed For: Auditors and industry professionals working in the nonprofit environment

Level of Knowledge: Update

CPE Credits: 8 (4, Auditing (Governmental) / 4, Accounting (Governmental))

Prerequisite: Knowledge of nonprofit accounting and auditing



NPFS

NOT-FOR-PROFIT FINANCIAL STATEMENTS: EVERYTHING YOU NEED TO KNOW TODAY, EVERYTHING YOU WILL NEED TO KNOW TOMORROW

It is always tempting to procrastinate. However, as Abraham Lincoln once said, "You cannot escape the responsibility of tomorrow by evading it today." This course is designed to provide you with everything you need to know today about not-for-profit financial reporting and also provide you with all the knowledge you will need tomorrow under the new FASB ASU on not-for-profit financial statements. The course materials utilize a highly illustrative and innovative format. Over 30 focused exercises are included to provide an enhanced working knowledge of not-for-profit accounting and reporting.

Major Topics:

- The requirements and options that not-for-profits have in preparing their financial statements today and how they will change tomorrow under the new FASB ASU on not-for-profit financial statements
- Key not-for-profit accounting requirements related to contributions, promises to give, contributed services, net assets, special events, the classification of expenses, and more
- Developing issues related to the revenue recognition standard

Learning Objectives:

- Identify what distinguishes not-for-profit accounting and reporting from commercial sector accounting and reporting
- Skillfully apply today's unique not-for-profit financial reporting requirements while also preparing for tomorrow's requirements
- More effectively audit not-for-profit entities through superior knowledge of accounting and reporting requirements

Designed For: Not-for-profit industry professionals and auditors

Level of Knowledge: Intermediate

CPE Credits: 8, Accounting (Governmental)

Prerequisite: Some introductory background in not-for-profit accounting and reporting



FNG4

RECENT FRAUDS OCCURRING IN NOT-FOR-PROFIT ENTITIES AND GOVERNMENTS

When stories of fraud make the news, they can look so obvious after the fact. Regardless of whether the fraud was material, the media and the public frequently ask how the auditor and those within the entity could not have detected the fraud. Fraud can be very difficult to detect, particularly without the luxury of hindsight. In this course, we will look at over 20 frauds that recently occurred and with the luxury of hindsight study how they happened and perhaps how they could have been prevented or detected. The course materials utilize a highly illustrative and innovative format. Over a dozen focused exercises are included to provide an enhanced knowledge of fraud occurring in not-for-profit entities and governments.

Major Topics:

- Recent frauds that occurred in not-for-profit entities involving: the theft of cash; falsified billings; improper use of credit cards; the redirection of cash and non-cash contributions; conversion of assets; the redirection of benefits; grant related fraud; and travel and expense reporting fraud
- Recent frauds that occurred in governments involving: falsified applications for benefits; payroll fraud; vendor fraud; kickbacks; workers compensation and risk management frauds; purchase card abuse; providing government services for personal benefit; misappropriation of utility payments; and theft of assets
- Tools for fraud prevention and detection

Learning Objectives:

- Improve your awareness of real-world frauds occurring in not-for-profit entities and governments
- Implement useful fraud prevention tools
- Perceive how real-world frauds were actually discovered

Designed For: Auditors of not-for-profit entities and governments and industry professionals interested in preventing and detecting fraud

Level of Knowledge: Intermediate

CPE Credits: 4, Auditing (Governmental)

Prerequisite: Basic knowledge of the not-for-profit and government environment



**YELLOW
BOOK**



**4-HR
COURSE**

COURSE NAME	ACRONYM	PAGE
2017 Annual Tax-Planning Guide for S Corporations, Partnerships, and LLCs	TPGS	40
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Advanced 1041 Boot Camp	AP41	41
Advanced Critical Tax Issues for Limited Liability Companies and Partnerships	ACTL	41
Advanced Critical Tax Issues for S Corporations	ACTS	42
Advanced Individual Income Tax Return Issues	STRI	42
Advanced Partnership/LLC Workshop: How to Do Optional Step-Up in Basis Under §754 and Related Provisions	APLW	43
Advanced Selected Issues for Trusts, Estates, and Their Beneficiaries	ITEB	43
Advanced Technical Tax Forms Training – Form 1040 Issues	ATFI	44
Advanced Technical Tax Forms Training – LLCs, S Corporations, and Partnerships	ATFB	44
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The Best Income Tax, Estate Tax, and Financial-Planning Ideas of 2017	IEFP	46
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Buying and Selling a Business: Critical Tax and Structuring Issues	SELL	47
Case Studies in Improving Writing and Research Skills for Tax Professionals	CWRS	48
The Complete Guide to Payroll Taxes and 1099 Issues	CGPT	48
The Complete Guide to Liquidation of Business Entities	CGLB	49
The Complete Trust Workshop	TCTW	49
Comprehensive Accounting Issues of Estates and Trusts: Fiduciary Accounting and Tax Issues	FACT	50
Comprehensive Guide to Tax Depreciation, Expensing, and Property Transactions	TDAP	50
Critical Tax Factors in Business Life Cycle Decision-Making	TAB4	51
Critical Tax Issues and Planning for Accounting Periods, Methods, Related Party Transactions, and Form 3115	CTIP	51
Determining How Much Money You Need to Retire, and Tax Ideas and Money Management in Retirement	DRMM	52
Effective and Efficient Senior-Level Review of Individual Tax Returns	ERTW	52
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Essentials of LLC Operating Agreements	LLC4	53
Estate and Life Planning Issues for the Middle-Income Client	PMIC	54
Federal Estate and Gift Tax Returns Boot Camp	GIFT	54
Federal Tax Update	BFT4	55
Fiduciary Income Tax Returns – Form 1041 Workshop with Filled-in Forms	1041	55
Getting Ready for Busy Season: A Guide to New Forms, Filing Issues, and Other Critical Developments	NFFI	56
Getting the Tax Aspects of Business Planning Right from Formation to Termination	TABP	56
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Handbook for Mastering Basis, Distributions, and Loss Limitation Issues for S Corporations, LLCs, and Partnerships	HMBI	57
Hot IRS Tax Examination Issues for Individuals and Businesses	EXIB	58

How to Settle a Client's Estate in 2017	SEAZ	58
Individual and Financial-Planning Tax Camp	IFCP	59
Individual Income Tax Return Mistakes and How to Fix Them	INB4	59
Individual Income Tax Update	BIT4	60
Individual Tax Planning Ideas for 2017	ITP4	60
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Getting the Choice of Entity Right: Tax Law, Strategy, and Tactics	CBES	62
Key Partnership and S Corporation Tax Planning Strategies	BTS4	63
K-1 Boot Camp for LLCs	K1L4	63
K-1 Boot Camp for S Corporations and LLCs	K1SL	64
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LLC Operating Agreements Workshop	LLCW	65
Mastering Basis Issues for S Corporations, Partnerships, and LLCs	HMB4	65
Mastering the Fundamentals of Estate and Gift Tax Planning	MFEP	66
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Meet Your Next Migraine: Five Critical Issues that Will Confront Tax Public Accountants in 2017	CIT4	67
Multigenerational Tax Planning Strategies for New Service Opportunities and Better Client Outcomes	MGEN	67
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Partnerships and LLCs: Avoiding Common Pitfalls Facing Practitioners	BTP4	69
Practical Planning Boot Camp: S Corporations and LLCs	TCBU	69
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Real Estate: The Many Complexities of GAAP, SSARS, and GAAS Compliance	GSGC	72
S Corporation Taxation: Advanced Issues	SCA4	72
S Corporation Core Tax Issues from Formation Through Liquidation	SCTI	73
S Corporation, Partnership, and LLC Tax Update	BCP4	73
S Corporations: Compensation and Redemptions	ACS4	74
Select Estate and Life Planning Issues for the Middle-Income Client	PMI4	74
Social Security, Medicare, and Prescription Drug Retirement Benefits: What Every Baby Boomer Needs to Know Now	SSRB	75
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Please Note: some Surgent courses are pre-approved for CFP credit. For details, please contact Surgent at 484-588-4197.

TPGS

2017 ANNUAL TAX-PLANNING GUIDE FOR S CORPORATIONS, PARTNERSHIPS, AND LLCs

As long as LLCs, partnerships, and S corporations form the backbone of many CPAs' practices, in-depth knowledge of all tax aspects of these entities will be essential. The purpose of this practical course is to focus on planning issues in creating, operating, and liquidating S corporations, partnerships, and LLCs. This course is essential for CPAs in public accounting and industry who advise these entities or their investors.

Major Topics:

- Update on latest cases, rulings, and regulations
- How to handle liabilities of LLCs
- Planning opportunities and pitfalls in determining basis – recourse and nonrecourse debt issues for LLCs, and much more
- Partnership planning – Structuring partnership distributions and transfers of interests
- Optional basis adjustments – §§754 and 732(d)
- Basis and distribution issues in the S corporation
- Redemptions and liquidations of S corporations
- Compensation in S corporations
- Sale of a partnership – the best planning concepts
- What you need to know about family pass-throughs – Estate planning, family income splitting, and compensation planning
- Partnership and LLC allocations
- Late-breaking tax legislation, with emphasis on its impact on pass-throughs and their owners

Learning Objectives:

- Identify current issues that practitioners are most often called on to address
- Be familiar with planning techniques employed in dealing with the life cycle of pass-through entities
- Distinguish the roles S corporations and partnerships/LLCs play in the changing tax environment
- Be familiar with the results of the case studies that reinforce key learning points

Designed For: CPAs in public accounting and industry who want to learn planning strategies relevant to S corporations, partnerships, and LLCs

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A basic course in partnership theory and S corporation theory



CSP4

A+ COLLEGE SAVINGS PLANNING: MAXIMIZING RESOURCES AND TAX BENEFITS

For many families, planning for college education savings begins right after counting fingers and toes in the delivery room. For others it may creep up (and require some catch up) during the middle or high school years, and for still others it starts the day the first tuition bill arrives. Regardless of when the planning process starts and what the available assets are, CPAs can deliver value to their clients (and their own families) through effective application of all the available savings and funding vehicles as well as tax minimizing strategies. In this session we will survey the tools available and show you how to make the most of them.

Major Topics:

- Assessing cost, income, and timing factors and setting appropriate savings goals
- Investing versus saving versus borrowing
- Federal financial aid eligibility and the effect of savings
- Estimating expected family contributions and advising on the FAFSA
- Multigenerational college funding strategies and associated tax advantages
- Coverdell ESA overview, pros and cons, and scenarios for appropriate use
- Section 529 Plans: types, tax benefits, ownership issues, and impact on financial aid
- Education savings bonds
- IRA distributions
- Taxation of scholarships, fellowships, and grants
- Utilizing education credits, the tuition and fees deduction, and the above-the-line student loan interest deduction within the income phase out limitations

Learning Objectives:

- Understand the many college savings and funding vehicles available and the strategies to combine them for best advantage
- Know how to assess and maximize multigenerational strategies to maximize available funds, aid eligibility, and tax benefits
- Recognize and be able to effectively apply the rules surrounding tax treatment of education savings, education related distributions, and expenses

Designed For: All CPAs who assist clients, family members, or their own families with tax and financial planning related to college costs

Level of Knowledge: Basic

CPE Credits: 4, Taxes

Prerequisite: None



AP41

ADVANCED 1041 BOOT CAMP

The use of trusts must be re-evaluated in a post-tax reform world, with higher income tax rates for both the trust and its beneficiaries. Practitioners who understand the basics of Subchapter J and Form 1041 compliance soon encounter complex problems requiring sophisticated applications. This course builds upon our intermediate-level course to concentrate on the most difficult issues in practice. This is an essential offering for the practitioner with high-powered clients.

Major Topics:

- Case studies with completely filled-in forms tracking the flow of tax items and worksheets
- Taking advantage of separate shares and the merged estate
- Merging estates and trusts for income tax purposes
- Special problems of estates and trusts relating to the new 3.8-percent tax on investment income
- Alternative minimum tax for trusts and estates (Schedule G)
- Grantor trusts: identification and compliance issues
- Income in respect of a decedent, deductions in respect of a decedent, and the §691(c) deduction: calculation and allocation
- Funding pecuniary marital trusts
- Charitable deductions (Schedule A)
- Charitable remainder trusts (Form 5227) and the ordering rules
- Depreciation problems & special issues of holding rental real estate
- Special problems for a trust or estate holding a partnership interest or S corporation stock (ESBTs and QSSTs)

Learning Objectives:

- Identify items of income in respect of a decedent (IRD) and calculate the §691(c) deduction
- Understand how depreciation and alternative minimum tax applies to estates and trusts
- Prepare Form 1041 and Form 5227 for charitable trusts
- Distinguish grantor and non-grantor trusts

Designed For: CPAs who are heavily involved in Form 1041 preparation

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: Previous coursework in Form 1041 preparation or equivalent knowledge and experience



ACTL

ADVANCED CRITICAL TAX ISSUES FOR LIMITED LIABILITY COMPANIES AND PARTNERSHIPS

The purpose of this course is to provide an in-depth discussion of selected advanced-level issues affecting LLCs and LLPs.

Major Topics:

- Single-member limited liability companies as an alternative to subsidiaries
- Cancellation of indebtedness: rules and regulations
- How the IRS views members or partners for Social Security purposes
- Special problems when forming an LLC
- Debt issues and problems in structuring LLCs and LLPs, including loan guarantee issues, recourse and nonrecourse debt, and the at-risk basis rules
- Distributions: is it just a disguised sale?
- Death or retirement of a member or partner – Understanding the alternatives
- Step-up in basis issues – How to make the computations and elections
- Property transactions between the LLC/LLP and its members or partners – Inbound and outbound transactions: what to do with built-in gain or loss property
- Partnership losses: when are they deductible?
- Material participation rules for LLC members and limited partners: how they affect passive loss issues
- Continuation and termination of an LLC/partnership in the context of a merger or acquisition
- Sales of an LLC interest – holding period, and hot asset issues
- Impact of the new tax on investment income on the sale of an interest in a partnership or LLC

Learning Objectives:

- Identify the tax and non-tax advantages and disadvantages of LLCs and partnerships
- Describe how inside and outside basis is affected by liabilities, recourse and nonrecourse
- Discuss the impact of cash and property distributions
- Explain the tax consequences of a sale of an interest and distinguish such consequences from the tax consequences when a partnership or LLC is acquired or merges into another LLC or partnership
- Discuss a case study to improve advocacy skills before the IRS

Designed For: CPAs with clients using the LLC or LLP structure who need to understand advanced issues, problems, and planning strategies

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: A basic course in LLCs/partnerships or equivalent knowledge and experience



ACTS

ADVANCED CRITICAL TAX ISSUES FOR S CORPORATIONS

This course goes beyond the basics and addresses important practical issues that an experienced practitioner must know. Even if you have attended other S corporation courses, you will learn something new in this course.

Major Topics:

- Cases, rulings, and tax law changes affecting S corporations
- Compensation planning in S corporations, including limitations in a family-controlled business; self-employment tax issues
- Use of redemptions: still some advantages
- Planning for the liquidation of an S corporation
- Tax issues for family ownership of S corporation stock
- Impact of the tax on net investment income on sales of S corporation stock
- Stock basis: Loss limitations, AAA, and distribution issues in depth
- Debt basis: what the regulations on back-to-back loans mean to investors
- Estate planning for S corporation shareholders, including buy-sell agreements, QSubs, ESBTs, and uses of life insurance
- Built-in gains: the 5-year recognition period is permanent
- S corporation structuring: one class of stock
- Methods of accounting
- New legislation on mortgage interest reporting, basis, statute of limitations, and tax return due dates

Learning Objectives:

- Understand how stock basis, AAA, and other limitations are determined
- Appreciate how corporation planning can be used in an S corporation to change the effects of the one-class-of-stock rule
- Understand what S corporation issues are being debated with the Service, settled in courts, and guided by administrative decisions

Designed For: All practitioners and controllers who have attended a basic S corporation course and want to understand more complex issues and their practical implications

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: A basic course in S corporations; some experience in advising S corporations and their shareholders



STRI

ADVANCED INDIVIDUAL INCOME TAX RETURN ISSUES

Most CPAs have been preparing individual income tax returns for years, and while many of the returns are easy, there are always a number of issues that come up in busy season of which experienced practitioners wish they had more knowledge. This course is designed to explore the tough tax issues for experienced practitioners and help them provide better planning strategies and results for their higher income clients. This course has been updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- New issues for the current year tax return
- Items added by the Affordable Care Act
- Installment sales – understanding the complicated issues
- Form 8582: Passive losses with carryovers – Complicated case with filled-in forms
- Puts, calls, straddling, and unusual investments – Understanding the tax laws and reporting them correctly on the tax return
- Capital gain and loss issues – The problem with proper reporting of installment sales issues; capital gains and losses; when is a stock worthless; and much more...
- At-risk rules: What a return preparer really needs to know
- Passive loss issues – You can't just trust your software. What to watch out for, and the questions you need your clients to answer in order to do it right!
- Incentive and nonqualified stock options – Reporting; key strategies for planning; dealing with the alternative minimum tax
- Alternative minimum tax – Understanding it; planning strategies to avoid it; using the minimum tax credit; explaining it to a client
- Form 6251: Detailed calculation example

Learning Objectives:

- Understand how to properly report advanced transactions in financial instruments and investments
- Understand the special problems and new issues for the current return
- Identify the causes of alternative minimum tax liability and what can be done to reduce or eliminate it

Designed For: Experienced CPAs who want and need an in-depth knowledge of the most difficult individual-income-tax-return issues

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: Extensive experience in preparation of individual income tax returns



APLW

ADVANCED PARTNERSHIP/LLC WORKSHOP: HOW TO DO OPTIONAL STEP-UP IN BASIS UNDER §754 AND RELATED PROVISIONS

This course explores the practical issues in the many instances in which a step-up in basis can create tax advantages for partners and members. This course includes case studies to illustrate the critical points.

Major Topics:

- Identify when an election to adjust basis will be available
- Determining when the basis adjustment must be made or may be made without an election
- Learn how to make the calculations to determine a step-up and allocate that step-up among partnership assets
- Examine practical examples dealing with a sale of a partnership interest and the effects of §734(b)
- Explore the alternatives to electing a basis adjustment
- Understand a distribution of property and when an inside basis adjustment can be considered
- Study examples dealing with sale of assets vs. sale of partnership interests and issues with hot assets
- Find out how to keep track of the “books” for tax preparers when the inside basis adjustment is made, and how to flow through adjustments through a tax return and K-1.
- ... and much more!

Learning Objectives:

- Distinguish the tax consequences of a partnership interest sale and of a partnership asset distribution with and without a §754 election
- Identify circumstances where a §754 election may be beneficial
- Calculate the basis adjustments to individual partnership properties when a §754 election is made

Designed For: CPAs in public accounting who work extensively with LLC and partnership tax issues

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: Experience in dealing with partnership and LLCs; one or more intermediate courses on partnerships and LLCs

ITEB

ADVANCED SELECTED ISSUES FOR TRUSTS, ESTATES, AND THEIR BENEFICIARIES

Changes in the tax rates have made knowledge of trusts and estates all the more important. This course examines more advanced tax issues that CPAs grapple with and explores how the new tax environment impacts planning for estates, trusts, and their beneficiaries. It also presents a discussion of the generation-skipping transfer tax implications of trusts and estates.

Major Topics:

- Depreciation and depletion deductions for estates and trusts, and state law nuances, fully explained and illustrated
- The significant tax attributes of charitable remainder annuity trusts and charitable remainder unitrusts
- The alternative minimum tax as it applies to estates and trusts
- The significant tax attributes of charitable remainder annuity trusts and charitable remainder unitrusts
- An analysis of the 3.8% net investment income tax on estates & trusts
- The significant tax attributes that flow out to beneficiaries on termination of an estate and trust
- The five-step approach to complete a fiduciary tax return for a complex trust and/or estate using flowcharts and examples
- Generation-skipping transfers: the hidden tax on trust distributions
- Special needs trust
- The use of the charitable lead trust
- Inclusion of current tax changes

Learning Objectives:

- Complete Form 1041 for trusts or estates with depreciation, alternative minimum tax, capital gains, and the special problems associated with the NII tax
- Understand the special tax issues regarding charitable trusts
- Be aware of the tax consequences and planning attending a termination
- Identify the use and requirements for special needs trusts

Designed For: All tax practitioners who need to understand the advanced-level issues of Form 1041 preparation

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: A basic course in Form 1041 preparation; experience in preparing Form 1041



ATFI

ADVANCED TECHNICAL TAX FORMS TRAINING – FORM 1040 ISSUES

Experienced staff can get bogged down in busy season with difficult tax returns that have multiple K-1s, AMT, at-risk basis, and passive activity loss issues. These are the topics that experienced staff, managers, and partners should understand in depth. This course will assist experienced staff in avoiding costly mistakes when facing complicated 1040 issues. The manual includes several advanced cases with “filled-in forms” provided within the complete answers

Major Topics:

- What’s new in depreciation means – What DOES NOT show up on depreciation schedules any longer!
- Form 8960 Net Investment Income Tax – How the tax is calculated and methods to attempt to mitigate
- Form 6198 – At-risk basis: Detailed case study and discussion of how this form is to be used and when it needs to be filed; learn how basis and at-risk basis are different, and why this is significant
- Passive activities – 25 years later, let’s look deeper to avoid NII
- Selected practice and reporting issues – How does the disciplinary process work? Protecting the tax preparer from identity theft: avoidance of preparer and accuracy related penalties; Form 2848 power of attorney issues
- Form 982 – Reduction of tax attributes due to discharge of indebtedness (and §1082 basis adjustment); in light of the recession, real estate spiral and mortgage crisis of recent years, this form is essential to understand
- Form 6252 Installment Sale Income: A common tax area; however, a case study and discussion of this topic includes advanced issues such as gain on reacquisition of installment sale property, including worksheets on calculating gain & tax basis of reacquired property
- Form 5329 Additional Taxes on Qualified Plans: Advanced study of how to avoid penalties associated with distributions from retirement plans
- Form 6251 – Detailed case study and discussion on the adjustments and preferences associated with Alternative Minimum Tax, including discussion of proper treatment of Incentive Stock Options
- K-1 issues – Discuss problems of reporting issues for complex K-1s (e.g., hedge funds & when hidden taxable income can arise)

Learning Objectives:

- Recognize and understand how to handle advanced technical issues, which arise in preparing individual tax returns
- Complete the tax forms for selected issues

Designed For: CPAs in public accounting who prepare or review complex 1040 returns

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: Basic- to intermediate-level experience in preparing Form 1040



ATFB

ADVANCED TECHNICAL TAX FORMS TRAINING – LLCs, S CORPORATIONS, AND PARTNERSHIPS

It is critical that staff be trained on the increasingly complex forms-related issues that challenge them each busy season. This course will help experienced staff avoid costly mistakes by addressing advanced preparation issues when dealing with flow-through entities such as S corporations, LLCs, and partnerships.

Major Topics:

- Advanced Technical Practice Issues
- How the Affordable Care Act affects tax returns
- Unreasonable uses of the traditional & curative allocation methods
- Multiple layers of §704(c) allocations
- Converting a general partnership into an LLC
- Capital acc’t adjustments with admission of new member/partner
- Special allocation issues of §704, including economic effect, the “dumb-but-lucky” rule, and substantiality
- Determining substantiality and “some help, no hurt” allocations
- Determining self-employment taxable income, new regulations?
- Property with §754 adjusted basis subsequently contributed to another partnership or corporation
- Partners’ capital accounts and method of maintaining them
- Special allocations (allocating a taxable gain that has a book loss)
- Review of final regulations on S corporation “open debt”
- Basis neither increased by phantom income, nor reduced by non-deducted pass-through losses
- How IRS calculates a CPA’s reasonable compensation
- Built-in gains and excess passive investment income tax
- Taxable distribution in excess of basis and reporting issues to shareholders
- Proper handling of accrued expenses payable to a shareholder
- Update on new regulations on capitalization of tangible assets and procedures for automatic changes in accounting method associated with the new depreciation rules
- How §179 limitations affect partnership, LLC, S corporation basis
- Battling employee vs. independent contractor questions and the Voluntary Classification Settlement Program (VCSP)
- Advanced depreciation issues
- Payroll tax penalty charged to outside accountants
- Final regulations for allocating depreciation recapture to partners and members of LLCs

Learning Objectives:

- Properly complete several tax forms related to certain advanced technical issues which arise in preparing Forms 1065 and 1120S
- Understand advanced technical practice issues facing practitioners

Designed For: CPAs who are involved in planning, preparing, or reviewing complex returns

Level of Knowledge: Advanced

CPE Credits: 8, Taxes

Prerequisite: Basic- to intermediate-level experience in preparing Forms 1120S and 1065



OBCR

ADVISOR'S WORKSHOP: HELPING SMALL-BUSINESS CLIENTS NAVIGATE HEALTH INSURANCE AND FRINGE BENEFITS IN 2017

The Affordable Care Act (ACA) fundamentally changed the way in which individuals and businesses approach healthcare and even now, several years post-enactment, the changes are still being fully absorbed and understood. Both otherwise uninsured individuals and employers with 50 or more full-time or full-time equivalent employees must be on top of the complicated ACA rules as they apply in 2017 and beyond in order to avoid potential fines and penalties. Of equal importance is the impact of IRS Notice 2015-17 on employer reimbursements of employees for premiums they pay for health insurance. The Notice includes special rules for S corporation reimbursements of greater than 2% shareholders. This course will focus on the key issues and planning strategies that tax practitioners need to know in order to advise their clients on ACA compliance as well as other employer-provided fringe benefits.

Major Topics:

- When can an individual claim a subsidy to purchase health insurance on the health exchange?
- When an individual is subject to a penalty for failure to purchase health insurance
- IRS Notice 2015-17 and its impact on employer reimbursements & S corporation reimbursements of greater than 2% shareholders
- Shared responsibility excise tax penalty for large employers
- Calculating and defining the employee count
- Options for individuals who do not have health insurance coverage through an employer
- When employers can claim small business health insurance credit
- Key considerations and any new developments regarding tax aspects of employer-provided fringe benefits

Learning Objectives:

- Understand how the Affordable Care Act affects businesses, employees, & individuals not covered by an employer's health plan
- Recognize when and how penalties apply to individuals and businesses under the ACA
- Understand the principles surrounding tax treatment of employer-provided fringe benefits

Designed For: Tax practitioners who need to understand the changes and implications of the Affordable Care Act and advise clients on ACA and other employer-provided fringe benefits

Level of Knowledge: Update

CPE Credits: 8, Taxes

Prerequisite: A working knowledge of tax law as it relates to health insurance



BFTU

BEST FEDERAL TAX UPDATE COURSE

Last year, legislators and rulemakers delivered challenges and opportunities for individual and business tax clients. The Protecting Americans Against Tax Hikes (PATH) Act made some of the former so-called "tax extenders" permanent, further extended others, and changed the substance in some. Major changes to Social Security file-and-suspend and restricted application rules are forcing a total rethinking of many individual long-term planning strategies. The Affordable Care Act (ACA) tax compliance provisions continue to confound employers, with new requirements hitting their effective dates this year. These are a few of the changes that will affect your clients this year, and they will look to you to understand the issues and develop a plan that serves their best interests. Tax advisors will be fully updated on the most important legislative and regulatory developments of the season as well as major trends and changes in the case law. Included is full coverage of all tax implications with a view toward planning. Updated for coverage of the NEW Department of Labor exemption classification and overtime requirements.

Major Topics:

- Update on major tax law changes, including the PATH Act of 2015 and Social Security changes in the Bipartisan Budget Act of 2015
- Advanced practitioner issues
- Health care reform: how employers report/where individuals stand
- Review of pertinent cases and rulings regarding exclusions, character issues, retirement plans, travel and other items affecting your individual taxpayers
- Practice aids, including numbers applicable for 2017 – inflation-adjusted amounts, mileage rates, retirement contributions, etc.
- Recent developments with business entities, including C corporations, S corporations, partnerships, and LLCs
- The latest on depreciation and safe harbor expensing options, including the \$2500 de minimis expense item
- The latest issues related to passive activities, substantiation and any other late-breaking tax law changes

Learning Objectives:

- Understand strategies and techniques for individuals to use in light of tax changes
- Understand how the various rules for capitalization, depreciation, and expensing apply
- Understand current cases and rulings affecting individuals and businesses

Designed For: CPAs who need to know the latest tax law changes in all areas of practice

Level of Knowledge: Update

CPE Credits: 8, Taxes

Prerequisite: Experience with individual and business clients



IEFP

BEST INCOME TAX, ESTATE TAX, AND FINANCIAL-PLANNING IDEAS OF 2017

With higher tax rates for individuals and trusts, tax planning takes on more importance. Plus, with Social Security going bust and interest rates at an all-time low, new ideas for financial planning for retirement must be considered. The purpose of this course is to explore practical tax-planning ideas that practitioners can use to assist clients with their needs. This course is crucial for CPAs who are looking for good ideas that can save clients money! Updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- Planning opportunities and pitfalls with the 3.8-percent tax on net investment income
- The best new income tax and estate-planning ideas in light of tax reform
- Major 2017 tax ideas
- The changing Social Security landscape: what it means for planning
- Creative charitable giving strategies
- Financial planning strategies
- Maximizing retirement plan benefits
- Using intentionally defective grantor trusts, and SCINs
- Miscellaneous tax-planning techniques that can add up to significant tax savings
- How to use the whole family for tax savings
- Up-to-the-minute ideas reflecting new tax law changes in cases, regulations, and rulings

Learning Objectives:

- Understand the changes made by PATH affecting individual taxpayers
- Identify strategies that are effective following estate and gift tax reform
- Understand options available to baby boomers as they reach retirement in light of Social Security

Designed For: All practitioners, especially those who want to provide the best up-to-the-minute tax advice

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic course in individual income tax, Social Security, and estate planning



BITU

BEST INDIVIDUAL INCOME TAX UPDATE COURSE

This highly informative course responds to all of the latest tax law developments with a full update on changed requirements and a thorough discussion of the planning opportunities that you need to understand to help your clients respond effectively. You will come away from the course with the up-to-date knowledge you need to educate your individual tax clients and implement tax-saving ideas that will serve their ever-evolving needs.

Major Topics:

- Complete coverage of all the latest IRS rulings and procedures affecting individuals in general, along with an up-to-date summary of the most important tax court decisions and tax law changes
- Retirement plans: what is new?
- Social Security: where do we go from here?
- Tax on net investment income: planning to avoid the pitfalls
- Health care reform: what to do in 2017
- The latest ideas dealing with the tax aspects of investments; dealing with all the issues of the passive activity rules
- Identity theft: the latest issues and updates
- Retirement planning strategies: qualified plans and IRAs, traditional and Roth; resolving issues of improper early or late distributions and rollovers
- Practice aids, including 2017 inflation-adjusted amounts, mileage rates, and more
- Year-end tax planning ideas
- Full coverage of changes implemented by the PATH Act and responsive planning strategies
- Other late-breaking tax law changes, including pre- and post-election developments

Learning Objectives:

- Understand strategies and tactics to use in light of tax rates
- Understand the most current guidance on retirement planning and Social Security
- Understand how to nail down valuable deductions and other reductions to the tax base

Designed For: All tax practitioners, both those working in public accounting as well as those in private industry, who need the latest information on tax changes affecting their individual clients

Level of Knowledge: Update

CPE Credits: 8, Taxes

Prerequisite: Experience in individual tax planning



BCPE

BEST S CORPORATION, LIMITED LIABILITY, AND PARTNERSHIP UPDATE COURSE

Practitioners need to keep abreast of all tax changes affecting pass-through entities used by their business clients and employers, and this enlightening course delivers that information. You will learn invaluable knowledge, strategies, techniques, innovative tax-planning concepts, income-generating ideas, and other planning opportunities available to S corporations, partnerships, LLCs, and LLPs.

Major Topics:

- Selected Practice and Reporting Issues: What's new?
- A review of the key cases, rulings, and tax law changes affecting S corporations, partnerships, limited liability companies, and limited liability partnerships
- Choice of entity issues: is the C corporation a viable choice?
- Basis issues: at-risk, passive activities for partnerships and LLCs
- Self-employment taxes: are there major changes affecting S corporation shareholders on the horizon?
- Debts between entity and the investors: open-account and written debt; defining bona fide debt for back-to-back loans
- Impact of the net investment income tax on the owners of pass-through entities
- Impact of health care changes on pass-through entities
- Any late-breaking tax legislation, including how the Affordable Care Act affects tax returns
- Review of the year's most important business tax cases, revenue rulings, PLRs, etc.

Learning Objectives:

- Understand the major issues on which taxpayers and the IRS are in conflict
- Understand how tax reform affects planning for pass-throughs
- Understand what pass-throughs can do in light of health care changes

Designed For: All tax practitioners, both those working in public accounting as well as those in private industry, who need the latest information on tax changes affecting their business clients or employers

Level of Knowledge: Update

CPE Credits: 8, Taxes

Prerequisite: Experience with pass-through entity clients



SELL

BUYING AND SELLING A BUSINESS: CRITICAL TAX AND STRUCTURING ISSUES

One of the major transactions CPA clients enter into is a purchase or disposition of a business. To help tax professionals in advising those clients, this course offers a comprehensive analysis of the business and tax aspects of buying and selling a business. It is a practical guide to help practitioners and industry CPAs understand structuring techniques. All CPAs, including controllers and executives in industry, should understand how difficult the process of buying and selling a business has become.

Major Topics:

- Spreadsheet analysis to develop an offer price using the discounted cash flow and alternate valuation methods
- Understanding confidentiality agreements, memorandums of understanding, and asset purchase agreements
- Recognizing the need for due diligence in acquisitions – checklists of important points
- Deemed asset sales – Is §338 or §338(h)(10) appropriate?
- The impact of the §197 amortizable intangibles regulations on the acquisition and disposition of a business
- How to allocate purchase price for tax advantage
- Liquidations as alternatives to sales of a business
- Planning to avoid double taxation under repeal of the General Utilities doctrine
- Special problems and opportunities when an S corporation is the buyer or seller
- Installment sale and interest issues
- Avoiding tax pitfalls and recognition of tax planning opportunities
- Bootstrap acquisitions
- State tax issues
- Unique issues in buying and selling of LLC/partnership interests
- Individually owned goodwill

Learning Objectives:

- Understand what factors must be considered in due diligence and in developing a valuation
- Identify the different tax consequences for various forms of acquired business
- Appreciate §338 and §338(h)(10) elections and the benefits of installment sales

Designed For: All practitioners who will be involved in the sale of a business

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A basic course in partnerships/LLCs; experience with C corporations



CWRS

CASE STUDIES IN IMPROVING WRITING AND RESEARCH SKILLS FOR TAX PROFESSIONALS

This course will help focus tax professionals in setting the scope of a research project, determining authority for any position, and learning how to write a clear and precise report. The day will be split roughly between instruction and case studies. This course will help to create real value for public accounting firms who wish to improve the writing skill of their staff.

Major Topics:

- Setting the scope of the project:
 - Identifying relevant facts and framing the issue or issues
 - How to write a statement of facts and questions presented
- The Research:
 - Understanding what is authority
 - Knowing how to focus your search on the facts and issues that are relevant
 - Analyzing all relevant authority within the scope of the project
 - Drawing conclusions and assessing the probability of success
 - Determining when disclosure is required in return preparation issues
- The Writing:
 - Focusing on how to write clear tax communications
 - Writing internal vs. external memos
 - Stylistic issues in writing
 - Reducing wordiness in your technical writing, improving punctuation, and reducing the use of passive voice
 - Learning to write a clear and precise conclusion
- Case Studies:
 - The course will cover three independent, hour-long case studies in which the student will be expected to write a preliminary report that will be critiqued and compared to a model report.

Learning Objectives:

- Set the scope of a tax research project
- Understand the steps involved in researching a tax issue
- Write a clear and effective tax memo

Designed For: CPAs in public accounting who could benefit from improved writing skills and research methodology

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: General tax knowledge

CGPT

COMPLETE GUIDE TO PAYROLL TAXES AND 1099 ISSUES

Employment taxes are often overlooked as an area where more planning may be effective. Payroll taxes have become an increasing burden for the average business and IRS penalties for noncompliance have risen dramatically in recent years. They have also been subject to employer incentives. The Service has announced that uncovering noncompliance by employers ranks high on its audit list. This course presents a comprehensive overview of federal payroll taxes, Form 1099, and related compliance issues.

Major Topics:

- Payroll tax requirements for wages, including wages subject to the new .9 percent tax, employee benefits and reimbursements, nonqualified deferred compensation, stock options, and tips
- Fringe benefits issues, such as health insurance, life insurance, cafeteria plan benefits, accountable and non-accountable plans, standard mileage rates, and per diem rates
- Special issues – Using a common paymaster, how to file W-2s after a takeover, merger, or acquisition, and state and local tax withholding
- Statutory employees, independent contractors, and possible changes to §530 relief
- Penalties – Who is a responsible person?
- Moving expenses and gross-up calculations
- Form 941 issues and problems, such as disability benefits, tip income, and deceased employees
- Pension issues and payroll taxes including SIMPLE plans, and §401(k) and pension distributions
- The Electronic Federal Tax Payment System (EFTPS)
- Forms I-9, W-9, W-2, 1099, SS-8, and Form 940

Learning Objectives:

- Distinguish an employee from an independent contractor and understand the relief available to employees who misclassify
- Understand how to complete Forms W-2, 1099-MISC, 1099-R, and SS-8
- Comply with the quarterly and annual reporting for employment tax deposits

Designed For: CPAs in public accounting and industry with responsibility for payroll tax compliance

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None

CGLB

COMPLETE GUIDE TO LIQUIDATION OF BUSINESS ENTITIES

Liquidations may be used as an alternative to the sale of a business or as an adjunct to the sale of business assets. The objective of this course is to fully explore the technical tax and business issues in liquidating C corporations, S corporations, partnerships, and limited liability companies. This unique course is essential for anyone planning to sell a business.

Major Topics:

- The unique planning opportunities and tax traps involved in the liquidation of a business entity
- Understanding installment sales and the big hurdles to favorable tax treatment in liquidation
- Filing Form 966: it's more important than you think
- An analysis of when liquidation is advisable – now or later?
- Strategies to pursue in light of the tax rates on dividends and capital gains
- The special problems of liquidating Subchapter S corporations
- Key planning issues and benefits in liquidating partnerships and limited liability companies

Learning Objectives:

- Describe the tax consequences to a corporation and its shareholders on a complete liquidation and the alternatives to a liquidation
- Understand the particular issues in the liquidation of an S corporation
- Consider the options available on the complete liquidation of a partnership or LLC

Designed For: CPAs in public accounting and industry involved in business entity liquidations

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A basic course in partnerships/LLCs, S corporations, and C corporations



TCTW

COMPLETE TRUST WORKSHOP

The use of trusts in 2017 will continue to undergo changes. Clients need to be informed why planning is essential in these changing times. The purpose of this course is to explore the many beneficial issues of trusts, an essential element in estate planning. This course gives insights and practical pointers concerning trusts of every shape and size after tax reform.

Major Topics:

- Guide to legislative changes and their impact on trust planning
- Introduction to trusts with emphasis on typical provisions
- Revocable living trusts
- Common testamentary trust arrangements – Bypass trusts, QTIP trusts, and other marital trusts
- Asset protection trusts
- Sophisticated trusts for estate planning and asset transfer – GRATs, GRUTs, and QPRTs
- Charitable trusts – Charitable remainder trusts, charitable lead trusts, and pooled income funds
- Irrevocable life insurance trusts
- Medicaid trusts: special needs and Miller
- Trusts for minors – Sections 2503(b) and 2503(c), and other trusts
- Dynasty trusts
- Trusts to hold S corporation stock
- Impact of historically low APRs on various trust arrangements
- Special problems of estates and trusts relating to the 3.8-percent tax on investment income and specific solutions

Learning Objectives:

- Identify the areas of trust in connection with disability, charity, life insurance, leveraging gifts, principal residences, and minors
- Understand the role played by a marital deduction trust and a credit shelter bypass trust
- Explain how trusts may protect assets and perpetuate family wealth over multiple generations

Designed For: CPAs who wish to have a complete understanding of the various uses of trusts

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A basic course in estate and gift tax and a basic course on estate and trust income taxation (Form 1041)



FACT

COMPREHENSIVE ACCOUNTING ISSUES OF ESTATES AND TRUSTS: FIDUCIARY ACCOUNTING AND TAX ISSUES

Fiduciary income tax is a complex blend of state accounting rates and the tax law of Subchapter J. Only by understanding this interaction can the practitioner acquire the skills and knowledge to provide income tax planning for an estate or trust and its beneficiaries, sure to be an important skill in practice in the new income tax environment.

Major Topics:

- Review of major legal and tax concepts
- Concepts of fiduciary accounting: Principal and income
- The Uniform Principal and Income Act: how specific state laws on principal and income applied to common expenditures and receipts
- How fiduciary accounting determines the timing and amount of distributions
- The crucial differences between fiduciary accounting and tax accounting
- Distinguishing fiduciary accounting income from distributable net income
- Splitting income between the fiduciary and the beneficiaries: distributable net income
- How to set up an accounting system for an estate or trust, prepare a judicial accounting, and record-keep for fiduciary accounting
- How practitioners can handle audits of estates and trusts
- Various exercises and problems

Learning Objectives:

- Distinguish fiduciary accounting income from taxable income and distributable net income
- Account for distributions for accounting and tax purposes
- Identify how the fiduciary income tax return differs from individual income tax
- Understand state law on principal and income

Designed For: All practitioners who wish to learn about the complex and unique accounting issues for estates and trusts

Level of Knowledge: Basic

CPE Credits: 8, Accounting

Prerequisite: None

TDAP

COMPREHENSIVE GUIDE TO TAX DEPRECIATION, EXPENSING, AND PROPERTY TRANSACTIONS

Seemingly every year, economic stimulus packages drastically change depreciation rules. The purpose of this course is to provide an updated in-depth analysis of the complex maze of rules dealing with depreciation, amortization, and sale of property, with an emphasis on identifying special planning opportunities and pitfalls. This reference manual contains many examples and cases to illustrate the most important points CPAs need to be aware of. Updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- Complete coverage of recent tax acts and any new legislation enacted before presentation
- What's new in depreciation means – What DOES NOT show up on depreciation schedules any longer!
- What are the components for real estate depreciation?
- Permanency in §179 depreciation rules? How to maximize its use; when to use it; what property qualifies?
- Sale of property & the depreciation recapture rules (§§1245, 1250, unrecaptured §1250 gain for real estate, §291 for corporations)
- Segregating a loss on a building component replacement
- How to depreciate like-kind exchange property, including luxury vehicles traded in
- Calculating new basis in reacquired installment sale property
- New regulations on capitalization of tangible assets and procedures for automatic changes in accounting method associated with the new depreciation rules
- Understanding §197 amortization issues
- AMT depreciation adjustments and how to avoid them
- Guide for compliance and planning issues from Pre-ACRS, ACRS, and MACRS depreciation and amortization rules
- Cases and rulings of depreciation and amortization issues & how they impact clients, along with the useful planning opportunities

Learning Objectives:

- Understand which assets are subject to depreciation
- Answer advanced §179 and automobile depreciation questions
- Fully understand depreciation and MACRS cost recovery
- Detailed analysis of the two most commonly attached forms – 4562 and 4797

Designed For: CPAs in industry and public accounting who need a thorough grasp of this important area of tax law and who want to maximize the possible tax savings for their clients

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic knowledge of tax issues for property transactions



**BEST
SELLER**



**IRS-
APPROVED**

TAB4

CRITICAL TAX FACTORS IN BUSINESS LIFE CYCLE DECISION-MAKING

This course will address the tax aspects of the decision-making process that a business owner must undertake throughout the life cycle of the business. We will begin by agreeing to a basic set of facts for the hypothetical business that will form the basis of our discussion and then review key life cycle decisions and their tax-oriented alternatives, beginning with the choice of entity and moving through additional key decisions affecting the operation, maturation, growth, and sale of the business. The course culminates with an exercise in which teams of participants will independently negotiate the terms of a sale of the mature business, based upon a single set of facts. The most fascinating aspect of this exercise is watching the class react to just how different the final sales terms can be for each team. An interactive and participatory way to expand your understanding in this complex area.

Major Topics:

- Choice of entity considerations
- Payroll and health care
- Business expansion
- Pension plans
- Negotiation of terms of sale

Learning Objectives:

- Understand the ways in which tax-oriented alternatives impact key life cycle decisions of a business
- Be able to articulate the key considerations in making sound tax-oriented business decisions

Designed For: CPAs who advise client business entities or their own firm on the tax-oriented aspects of business decision making

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Some experience in, and a working knowledge of, the fundamental principles of business taxation



CTIP

CRITICAL TAX ISSUES AND PLANNING FOR ACCOUNTING PERIODS, METHODS, RELATED PARTY TRANSACTIONS, AND FORM 3115

This course explores in-depth problems and solutions relating to accounting periods and methods under the Internal Revenue Code. This course will also cover the special rules that apply to transactions between related parties.

Major Topics:

- Accounting periods: when you get a choice, and when you don't, for business entities
- Cash, accrual and installment methods: how they work, when they can be used, when they can't be used, and special exceptions
- General principles: constructive receipt, economic benefit, and economic performance
- Advanced payments and receipt issues, including gift cards, prepayments, warranties, and recent regulations
- Special methods of accounting: capitalization and depreciation
- Changing methods of accounting and accounting periods: annualization, Form 3115, and §481(a) adjustments
- Recognizing loss and deductions that are limited in various related party transactions

Learning Objectives:

- Understand the tax considerations relating to the selection of an annual accounting period, when an accounting period must be changed, and when such choice is limited and alternatives that may be available
- Explain the differing tax effects of cash, accrual and installment accounting methods, with an emphasis on how the timing of income and deductions are determined as well as items that require a specific accounting method
- Determine when an accounting method must be or may be changed, how to obtain the permission of the Commissioner to do so, the adjustments that must be made and how the change is reported

Designed For: CPAs who need to recognize the many issues and problems involving taxable years, various elections, and accounting method options. This course is a must for CPAs working in the tax arena.

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic familiarity with tax rules relating to individual taxation



DRMM

DETERMINING HOW MUCH MONEY YOU NEED TO RETIRE, AND TAX IDEAS AND MONEY MANAGEMENT IN RETIREMENT

This course gives CPAs knowledge to help their clients implement tax-effective investment and portfolio strategies for successful wealth accumulation and real after-tax retirement income maintenance.

Major Topics:

- Asset allocation, portfolio management, portfolio rebalancing, and investment selection concepts, before and after retirement, tax-saving investment transactions, and the optimal asset mix between retirement plans and taxable savings
- Historical guidelines for nominal and real after-tax returns
- NEW expanded section on understanding expenditure patterns in retirement and the level and risk associated with out-of-pocket medical expenses in retirement
- Worksheets/formulas for determining how much money one needs to assure a financially secure retirement
- Distribution/asset liquidation planning including the pros and cons of various annuity options, guidelines/strategies using the minimum required distribution rules for qualified plans and IRAs, beneficiary elections, and the use of trusts
- Sustainable portfolio withdrawal rates during retirement for differing stock/bond/cash asset allocations, inflation rates, and tax rates both from tax deferred accounts and taxable accounts
- Analysis of the regular IRA to Roth IRA conversion election
- Variable annuities vs. mutual funds; Roth IRAs vs. regular IRAs; and the use of life insurance in a pension maximization strategy
- Analyzing the impact of recent tax law, regulations, and rulings
- Analyses of the most current/important research on retirement planning and sustaining retirement income levels and lifestyles

Learning Objectives:

- Identify the success factors in building a retirement nest egg
- The relationship between risk and return & the investment horizon
- Describe the tax effect of inflation, its interaction with the income tax, and the effects of taxation on investment performance
- Explain survival possibilities and how first-to-die/last-to-die survival probabilities are used in retirement planning for married couples
- Discuss the pros and cons of annuities as accumulation and payout vehicles for retirement
- Describe the complex tax, legal, and financial elements of life insurance and summarize the uses for it in retirement planning
- Explain how clients can convert home equity to retirement income
- Summarize key points of recent research on the sustainability of retirement income and maintenance of desired retirement lifestyles

Designed For: CPAs who wish to serve the needs of the public for whom effective retirement planning is critical as they reach their peak earning years and/or are approaching retirement

Level of Knowledge: Intermediate

CPE Credits: 8 (Administrative Practice (4), Taxes (4))

Prerequisite: Basic knowledge in retirement planning

ERTW

EFFECTIVE AND EFFICIENT SENIOR-LEVEL REVIEW OF INDIVIDUAL TAX RETURNS

Most review techniques developed by professionals are self-taught and fine-tuned via experience. Yet how does one start? The purpose of this course is to give both new and seasoned reviewers additional and advanced procedures via a multitude of checklists to more thoroughly review various tax returns. Its emphasis is not planning; rather, it is to develop a strategy to properly review a return effectively and thoroughly. Updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- Review an error-prone “staff-prepared” Form 1040 from client-provided information
- What are common errors preparers make and what are the areas generating malpractice claims
- The importance of engagement letters, questionnaires, and §7216 permission statement
- Initial administrative groundwork
- Identifying organizing issues in the tax return to be reviewed
- Avoiding “willful blindness”
- Efficient review of certain advanced issues for income, adjustments, deductions, and credits
- Effective procedures for delinquent clients, filing past-due tax returns
- First-time client issues requiring extra scrutiny
- Multiple checklists of efficient procedures to identify potential issues on a 1040 return
- Listing of schedules for staff to prepare to make a review easier, including basis issues for 1040 clients

Learning Objectives:

- Expand the process involved in reviewing applicable tax returns
- Identify the most common areas that result in errors
- Document a review, including consideration of risk management

Designed For: Senior-level staff new to the review process or experienced staff members looking to update and/or expand their review procedures

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience in preparing Form 1040, reviewing diagnostics, and preparing workpapers



TDP4

ESSENTIAL DEPRECIATION AND EXPENSING UPDATE

Individuals, corporations, partnerships, LLCs, trusts, estates, and nonprofits all utilize two of the most often prepared tax forms – Form 4562 – Depreciation and Amortization, and Form 4797 – Sales of Business Property. This course provides a quick dissection of both of these complicated forms. New to experienced tax preparers may utilize this manual for all tax returns/entities they prepare. This reference manual contains many examples and cases to illustrate the most important points CPAs need to be aware of.

Major Topics:

- Updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015, plus complete coverage of any recent tax acts and any legislation enacted before the presentation
- Now that §179 depreciation rules are permanent, when will they change?
- Detailed coverage of §179 expense election and how to maximize its use, when to use it, and what property qualifies?
- Sale of property and the depreciation recapture rules (§§1245, 1250, unrecaptured §1250 gain for real estate, §291 for corporations)
- MACRS Depreciation – finding the proper method, convention, and recovery period
- What is “Listed Property” and what are the current limitations?
- Amortization of start-up, organization, and other expenditures
- New regulations on capitalization of tangible assets and procedures for automatic changes in accounting method associated with the new depreciation rules
- AMT depreciation adjustments and how to avoid them
- Examples, cases, and rulings of depreciation and amortization issues and how they impact clients, along with the useful planning opportunities

Learning Objectives:

- Fully understand two of the most commonly prepared tax forms
- Understand assets from acquisition to disposition
- Discuss cases highlighting some of the practical issues tax preparers face

Designed For: CPAs in industry and public accounting who need a thorough grasp of this important area of tax law and who want to maximize the possible tax savings for their clients

Level of Knowledge: Basic

CPE Credits: 4, Taxes

Prerequisite: None



LLC4

ESSENTIALS OF LLC OPERATING AGREEMENTS

In this course we will cover key tax considerations necessary in understanding and structuring partnership and operating agreements. You will come away with understanding the most essential issues to consider and the tax consequences of various drafting and structuring choices.

Major Topics:

- Capital contribution
- Capital accounts
- Profits and loss allocation
- Distributions
- Liquidation

Learning Objectives:

- Understand the most critical tax considerations involved in structuring an LLC or a partnership
- Be able to analyze structuring options and identify tax consequences

Designed For: CPAs who advise LLCs and partnerships on issues related to entity selection, formation, and tax strategy

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Some experience with, and a working knowledge of, Subchapter K taxation



PMIC

ESTATE AND LIFE PLANNING ISSUES FOR THE MIDDLE-INCOME CLIENT

Clients think that estate planning only applies to the very rich. In truth, there are many issues of critical concern for which the middle-income client needs to plan. This course is a must-attend for all CPAs who work with middle-income clients and are looking for ways to provide additional quality services.

Major Topics:

- More than 20 documents that clients should have that are neither a will nor a trust
- Provisions you need in a will
- Trusts and other arrangements for children
- Durable powers of attorney for health care and for financial matters
- Asset protection strategies

Learning Objectives:

- Understand various documents used in estate planning
- Identify use of trusts and other financial arrangements
- Know what issues clients confront, and potential solutions

Designed For: CPAs who advise clients on estate planning

Level of Knowledge: Basic

CPE Credits: 4, Taxes

Prerequisite: None



GIFT

FEDERAL ESTATE AND GIFT TAX RETURNS BOOT CAMP

The estate tax and generation-skipping transfer tax have returned, and the gift tax is again unified with the estate tax. Changes in the transfer tax under new law are mirrored in the compliance requirements. The purpose of this course is to learn how to prepare Forms 706 and 709 in these circumstances. This practical manual guides the CPA through the complex issues in completing these forms.

Major Topics:

- Transfer tax reform: how enacted legislation affects estates of decedents dying in 2017 and gifts made in 2017
- Gift tax return basics – Form 709
- Special gift circumstances – annual exclusion, gift-splitting, gifts to minors, and gifts for educational and medical benefits
- Overview of estate tax concepts
- Estate tax audit issues – What triggers an audit and how to handle it
- Trusts, wills, state laws, and how they affect Form 706
- Form 706 preparation issues – Determining includable property; determining deductions from the gross estate; credits against federal estate tax; calculating the federal estate tax
- Elections you need to know: alternate valuation, special-use valuation, deferred payments
- State death taxes: how they now affect the federal estate tax return
- Filing Form 706: where and when to file, how much to pay, and how to claim a refund
- Comprehensive case study with filled-in forms
- Portability – understanding and applying the new permanent feature
- DSUEA – why Form 706 should be filed in smaller estates
- Form 8971 – Understanding the new Form 8971

Learning Objectives:

- Complete an estate tax return (Form 706) and accompanying schedules
- Identify elections on the estate tax as they relate to valuation and timing of payments
- Complete a gift tax return (Form 709) and identify how the annual exclusion, gift-splitting, and certain transfers are properly scheduled

Designed For: CPAs whose practice involves preparation of estate and gift tax returns. This is an excellent course to learn the nuts and bolts of this specialized area of practice

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A basic course in estate planning



BFT4

FEDERAL TAX UPDATE

Both businesses and individual clients will be affected by a new tax environment that requires the tax advisor to consider extensive tax planning. The critical tactics in 2017 will depend not only on the major trends and changes in the case and regulatory law but also on proposals that are likely to be executed. This course has been updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015 and for the NEW Department of Labor exemption classification and overtime requirements.

Major Topics:

- Update on major tax law changes, including the Protecting Americans Against Tax Hikes (PATH) Act of 2015 and Social Security changes included in the Bipartisan Budget Act of 2015
- How the Code affects tax planning for individuals and businesses
- The latest on depreciation and safe harbor expensing options, including the \$2500 de minimis expense item
- Review of pertinent cases and rulings regarding exclusions, character issues, retirement plans, travel and other items affecting your individual taxpayers
- Practice aids, including all the numbers applicable for 2017 - inflation-adjusted amounts, mileage rates, retirement contributions, and more
- Other late-breaking tax law changes

Learning Objectives:

- Understand strategies and techniques to use in light of tax changes
- Understand the options for reporting property acquisitions
- Understand current cases and rulings affecting businesses

Designed For: CPAs who need to know the latest tax law changes in all areas of practice

Level of Knowledge: Update

CPE Credits: 4, Taxes

Prerequisite: Experience with individual and business clients



1041

FIDUCIARY INCOME TAX RETURNS – FORM 1041 WORKSHOP WITH FILLED-IN FORMS

This course is designed for participants to understand the core concepts of trust and estate income tax preparation. The course explains the common terminology and complicated income tax rules of estates and trusts, fiduciary accounting, and an introduction to or refresher on preparing Form 1041. This practical, over 300-page manual is an excellent reference source for your practice, which begins with quite simple cases. Building upon that base throughout the manual, the course ends with two complicated preparation cases, one trust and one estate, each with filled-in forms.

Major Topics:

- Classifying receipts between “Income” and “Corpus” under the Uniform Principle and Income Act
- Forgetful fiduciaries of Simple Trusts
- Fluctuating trusts – Simple one year, complex the next
- Calculation of DNI utilizing three different methods, a “Forms” method (Schedule B), a “Code” method, and a “Shortcut” method, utilizing a worksheet of common income and expenses
- Dividing income in the year of death
- Overview of Subchapter J
- Form preparation issues – Filing requirements and line-by-line explanations of Form 1041
- Taxable income of estates and trusts and expense allocation issues
- Specific deductions and miscellaneous itemized deductions
- Income in respect of a decedent
- The income distribution deduction calculation
- Relation of principal and income law to DNI
- Understanding how to handle capital gains and losses
- Tax-planning concerns and special issues
- Allocating tax items to beneficiaries: another K-1
- Reporting in light of the net investment income tax
- Comprehensive DNI calculation case study
- Comprehensive trust case study, with filled-in forms
- Overview of estate case study, with filled-in forms

Learning Objectives:

- Be aware of fiduciary accounting principles
- Calculate Distributable Net Income and the income distribution deduction
- Prepare Form 1041 and Schedule K-1

Designed For: CPAs whose practice includes the preparation of fiduciary income tax returns

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience with the preparation of income tax returns



NFFI

GETTING READY FOR BUSY SEASON: A GUIDE TO NEW FORMS, FILING ISSUES, AND OTHER CRITICAL DEVELOPMENTS

Getting ready for busy season involves not only knowing the new tax rules for the current year, but also understanding how the new rules apply to current-year returns. This course provides an up-to-date review of important tax form changes, new tax forms, key developments as they are reflected in the IRS forms, and IRS filing issues and deadlines that will be invaluable to attendees who prepare tax returns for individuals, partnerships, and LLCs. This course has been updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- A tour of the most recent changes starting from gross income and ending with alternative minimum tax (AMT) and selected credits including latest IRS guidance on significant recent tax legislation
- Hot, hidden, or miscellaneous developments affecting the upcoming tax season
- What's new in depreciation means – What DOES NOT show up on depreciation schedules any longer!
- How the Affordable Care Act affects tax returns
- Form 8960 Net Investment Income Tax – Methods to attempt to mitigate
- The latest guidance on child credits, education credits, education incentives, and net capital gain and qualified dividend income rate reductions
- Examination of troublesome areas and new stumbling blocks in preparing Form 1040, including a new look at passive activities in combination with NII
- Review of new laws and changes in old forms to provide a familiarity for the upcoming tax season
- Key new tax and practice developments and how they impact the current-year tax forms for individuals
- New rules for representing clients beginning in 2017.

Learning Objectives:

- Identify new income tax returns and schedules for individual and pass-through entity clients
- Understand which income tax returns and schedules have changed for individual and pass-through entities
- Identify the legislative, administrative, and judicial developments that affect the income tax returns and schedules of individuals and pass-through entities

Designed For: Any tax practitioner preparing or reviewing individual and pass-through entity income tax returns for the current tax year

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic familiarity with tax rules relating to individual and pass-through entity taxation for the current tax year



TABP

GETTING THE TAX ASPECTS OF BUSINESS PLANNING RIGHT FROM FORMATION TO TERMINATION

This course presents a unique 'hands-on' opportunity to understand the tax aspects of the decision-making process that a business owner must undertake throughout the life cycle of the business. The session begins with the class agreeing to a basic set of facts about the business – its products and services, number of owners, and so on. From there we will proceed through a discussion of key life cycle decisions and their tax-oriented alternatives, beginning with choice of entity and moving through additional key decisions affecting the operation, maturation, and growth of the business. The day culminates with an exercise in which teams of participants will independently negotiate the terms of a sale of the mature business, based upon a final set of facts agreed to by the class as a whole. The most fascinating aspect of this exercise is watching the class react to just how different the final sales terms can be for each team. A highly interactive and participatory way to expand your understanding in this complex area.

Major Topics:

- Choice of entity considerations
- Payroll and health care
- Business expansion
- Multi-state tax implications
- Pension plans
- Asset acquisition within the operating company or a separate entity or leasing and inventory treatment
- Negotiation of terms of sale

Learning Objectives:

- Understand the ways in which tax-oriented alternatives impact key life cycle decisions of a business and the ways in which the facts and attributes of a given business impact these choices
- Be able to articulate and apply a structured process for evaluating a decision in light of the business's unique circumstances and determining the best alternatives from a tax standpoint

Designed For: CPAs who advise client business entities or their own firm on the tax-oriented aspects of business decision making

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Some experience in, and a working knowledge of, the fundamental principles of business taxation



GPT4

GUIDE TO PAYROLL TAXES AND 1099 ISSUES

Employment taxes are often overlooked as an area where more planning may be effective. Payroll taxes have become an increasing burden for the average business and IRS penalties for noncompliance have risen dramatically in recent years. As a result, they have also been subject to employer incentives. The Service has announced that uncovering noncompliance by employers ranks high on its audit list. This course presents an overview of employee versus independent contractor criteria, the federal payroll taxes form, Form 1099, and related compliance issues.

Major Topics:

- Statutory employees, independent contractors, and possible changes to §530 relief
- Using SS-8
- Payroll Tax Penalties – Who is a responsible person?
- Forms W-2, 1099, SS-8, W-4, 941, and Form 940 reporting/deposit requirements and due dates

Learning Objectives:

- Distinguish an employee from an independent contractor and understand the relief available to employees who misclassify
- Understand the withholding requirements for FICA and federal income taxes for Forms W-2 and 1099, including back-up withholding
- Learn how to comply with the quarterly and annual reporting for employment tax deposits and filings
- Examine employer requirements regarding Form W-4

Designed For: CPAs in public accounting and industry with responsibility for payroll tax compliance

Level of Knowledge: Basic

CPE Credits: 4, Taxes

Prerequisite: None



HMBI

HANDBOOK FOR MASTERING BASIS, DISTRIBUTIONS, AND LOSS LIMITATION ISSUES FOR S CORPORATIONS, LLCs, AND PARTNERSHIPS

The most difficult concepts to master when dealing with flow-through business entities are the basis and distribution concepts. Major error and malpractice issues occur if the CPA does not fully understand the impact of these rules. This course is designed to focus on the practical applications of these rules.

Major Topics:

- Applicable coverage of recent tax acts and any new legislation
- Executor's new IRS form for disclosing basis in certain distributed property; what about basis of a property distribution from a trust?
- How §179 limitations affect basis & how tax-benefit rule is applied
- Basis implications of personal assets converted to business use
- Calculate basis of inherited qualified and joint tenancy property
- S Corporations: – Beware of recent final IRS Regulations regarding "Open Debt"; – Determine how to calculate basis; worksheets are included; – Understand the effect of stock basis and debt basis and IRS's recent focus on "at-risk basis" for shareholders; – Recognize how AAA applies or doesn't apply to S corporations; – Learn to apply the complex basis ordering rules and special elections that can have a big tax result; – Discuss loss limitation rules in depth; – When you can have a taxable dividend in an S corporation; – Understand distributions of cash and property; – Understand the post-termination transition rules, which will be important if (when) tax changes bring the return of C corps
- LLCs and Partnerships: – Learn the detailed rules of §704 for preventing the shifting of tax consequences among partners or members; – Learn to calculate basis under §704 & for "at-risk" under §465; – Recognize how recourse, nonrecourse, and qualified nonrecourse debt can create significantly different tax results; – Learn the difference between basis and "at-risk basis"; – Review §754 step-up in basis rules; – The economic effect equivalence test or "dumb-but-lucky" rule; – Learn to apply the complex rules of distribution of cash vs. property

Learning Objectives:

- Determine initial basis and organizing tax-free under §351 and §721
- Understand what affects basis and how to treat distributions
- Pass the four loss limitation hurdles to deduct pass-through losses

Designed For: CPAs who prepare both individual and flow-through business entity tax returns and need a thorough grasp of these significant issues. This course is a must for practitioners to help reduce and avoid this exposure to malpractice.

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience in business taxation



EXIB

HOT IRS TAX EXAMINATION ISSUES FOR INDIVIDUALS AND BUSINESSES

Recently, the IRS has dramatically ramped-up its examination of individuals and small business taxpayers. Now, more than ever, CPAs need clients to understand the need for documentation and procedures to substantiate what IRS auditors are pursuing. Learn the high audit risk areas and ways to help clients survive an IRS audit with little or no change. It is critical for CPAs in public accounting to understand the risk to clients and to themselves in tax return preparation and planning.

Major Topics:

- Prepare now and protect yourself from new audit examinations from the Net Investment Income Tax
- Schedule C and cash basis audit issues – the IRS has gotten very tough
- Vehicles, meals, and entertainment, and fringe benefit documentation
- Passive losses and passive income: in-depth understanding of hot IRS audit examination areas
- What the IRS is looking at in businesses with loss histories
- Selected industry-specific issues, including construction, retail, food, bars, etc.
- Business consultants
- Post-audit: the 30-day letter and the 90-day letter – what they mean to the taxpayer

Learning Objectives:

- Understand what the IRS is focusing on in auditing individuals and selected businesses
- Help clients reduce their exposure to additional tax assessments
- Determine strategies for dealing with IRS examiners and presenting your clients' tax positions in the best light possible

Designed For: CPAs in public practice who prepare tax returns and represent their clients on IRS examinations

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience in preparing individual and business tax returns



SEAZ

HOW TO SETTLE A CLIENT'S ESTATE IN 2017

Federal estate and gift taxes currently affect few clients, but there are many other issues involved in settling an estate or administering a trust. Clients who are beneficiaries of a trust or estate often turn to their financial advisors to understand the administrative process and its effect on their interests. This course enables the accountant to cut through the jargon to understand the legal concepts, communicate a real-world explanation to clients, and serve, in some instances, as an executor or trustee or as an advisor to them.

Major Topics:

- Issues involved when settling an estate – Marshaling of assets, payment of creditors, & distribution and accounting to beneficiaries
- Explaining the needs and limitations of durable powers of attorney, health care directives, and living wills
- Why a will is probated, and on what grounds it may be challenged
- Comprehensive checklists on how to read a will, duties of an executor and trustee, and much more
- Identification and report of estate assets
- What to do and what not to do as a fiduciary, executor, or trustee – Duty of care, investment, informing, payment of debts and taxes, defending a will contest
- How executors and trustees interact with beneficiaries
- Elective shares, and when a spouse might make that choice
- What a trustee needs to know about incompetents and minors
- Rights of creditors, third parties, and beneficiaries
- Key issues in transferring property to a trust and from a trust or estate to a beneficiary
- Identifying income, estate, and inheritance taxes
- Fiduciary accounting – Principal and income concepts
- An introduction to drafting an account, and why it is required
- Administration of revocable trusts
- Taking care of an estate before death: powers of attorney, health care directives, living wills, and administration of revocable trusts
- What tax systems apply in the states
- Estate basis reporting

Learning Objectives:

- Understand how creditors' claims impact a beneficiary's claims
- Understand the key provisions in a will or trust
- Understand the duties of an executor or trustee in relation to beneficiaries and other third parties
- Identify trusts, wills, or other documents encountered, & their uses
- Understand the stages of an estate administration including costs, collections, payment of debts/taxes, & distribution to beneficiaries
- Be aware of the duties a fiduciary and members of the estate planning team owe to creditors, beneficiaries, and the courts

Designed For: CPAs who wish to assist in settlement of an estate, regardless of size

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None



IFCP

INDIVIDUAL AND FINANCIAL-PLANNING TAX CAMP

Each year brings its own set of tax planning challenges, and this year is no exception. This course aims to arm tax planners with planning strategies and ideas that wealthy clients, middle-income clients, and closely held business owners need to consider right now to take advantage of present opportunities and plan for future tax advantage. Learn strategies that can really have an impact on client lives, while also bringing value to you and your firm.

Major Topics:

- Understanding the environment: what's new, what's expired or expiring, and what's likely to change
- Review of legislative proposals
- Reading a tax return for developing client-specific tax strategies
- Will there be more changes in the individual tax laws?
- An in-depth discussion of the 3.8-percent surcharge tax, including how it is computed and what planning steps must be taken
- Family income-splitting strategies that need to be considered
- Income tax issues: impact on timing of other income, selection of investments
- Why maximizing pension plans takes on new importance
- Using Roth IRAs and Roth contribution programs to best advantage
- Conversions: do they still make sense?
- Taking distributions: matching timing to client requirements
- Qualified plan contributions to reduce current income and Social Security tax: implications for business owners and self-employed
- Prioritizing allocations among investment, retirement, and college funding vehicles
- What to do about itemized deductions: will they still be available?
- Trans-generational planning: conversions, income and gain-splitting
- Identifying tax opportunities: reviewing the prior-year return to develop a plan for the future
- Planning for middle-income taxpayers: financial planning for the young, the working, and those approaching or in retirement

Learning Objectives:

- Mine a tax return for tax planning with a client
- Understand the planning implications of the current environment
- Determine the best tax strategies for retirement
- Understand tax planning for the middle-income client

Designed For: Those involved in tax planning for individuals who need to go beyond basic tax and financial planning techniques

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience in individual income tax planning and income tax return preparation



INB4

INDIVIDUAL INCOME TAX RETURN MISTAKES AND HOW TO FIX THEM

The best laid plans of mice and men often go astray, the same is true for taxpayers. Every practitioner has been confronted with a client who had a different twist on a tax idea. This course focuses on the law in order to break down 25 situations in which a taxpayer has attempted to push one of these ideas. The study of the law underlying the tax mistakes made will assist practitioners in satisfying their professional standards of practice and will help you in preparing Form 1040.

Major Topics:

- Applicable coverage of recent tax acts and any new legislation enacted before presentation
- Individual income tax cases regarding income, adjustments, passive activities, and itemized deductions
- When "Gifts" can be taxable
- Hazy situation, two seemingly similar cases, yet one results in ordinary tax treatment, the other capital treatment. (Heads they win, tails we lose).
- When a "Rollover" is not a rollover, the Claim of Right Doctrine
- I want to protect my identity, but I also need to protect my PTIN
- Failing alimony's written instrument requirement
- Failing alimony's same household requirement
- Failing to understand the limits on 401K loans
- Trying to carry back a tax loss that has yet to occur
- No deduction for donating a house to fire department
- Failure to report income witnessed by 20 million people
- Form 8938 for reporting foreign financial assets and updated rules. How much trouble results in not filing a FinCEN Form 114?
- Financial planning – Ignoring the future of Social Security; miscues in rollovers and retirement plan distributions; the bad, the good, and the ugly of early retirement

Learning Objectives:

- Achieve significant insight into the major mistakes that can be made in individual tax and financial planning
- Develop strategies that will assist in not only avoiding mistakes but also in providing the best advice to your clients

Designed For: CPAs who wish to get a deeper insight into underlying tax law for some common client transactions that many offices have seen, plus some not so common client transactions

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Basic knowledge of individual income taxation



BIT4

INDIVIDUAL INCOME TAX UPDATE

This highly informative course will bring you up-to-speed on the latest in individual tax law developments and the corresponding or responsive planning opportunities available to your clients. You will come away from the course ready to educate your individual tax clients and implement tax-saving ideas that will serve their ever-evolving needs.

Major Topics:

- Complete coverage of all the latest IRS rulings and procedures affecting individuals in general, along with an up-to-date summary of the most important tax court decisions and tax law changes in this area
- Tax strategies to combat the net investment income tax
- A focus on tax planning opportunities, including year-end strategies
- Practice aids, including 2017 inflation-adjusted amounts, mileage rates, and more
- Full coverage of changes implemented by the PATH Act and responsive planning strategies
- Other late-breaking tax law changes, including any pre- and post-election developments

Learning Objectives:

- Understand strategies and tactics to use in light of tax reform
- Understand the most current guidance on retirement planning and Social Security
- Understand how to nail down valuable deductions and other reductions to the tax base

Designed For: All tax practitioners, both those working in public accounting as well as those in private industry, who need the latest information on tax changes affecting their individual clients

Level of Knowledge: Update

CPE Credits: 4, Taxes

Prerequisite: Experience in individual tax planning



ITP4

INDIVIDUAL TAX PLANNING IDEAS FOR 2017

In the fluid economic environment, clients must protect their income from taxes. This course presents the most important income tax planning ideas wealthy clients and closely held business owners need to consider in 2017 to take advantage of the present and plan for the future. It highlights areas in the income tax return that suggest future opportunities for the individual client. Updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- Review current tax proposals
- Reading a tax return for developing client-specific tax strategies
- Compensation and fringe benefit issues
- Is the client in the right mix of investment vehicles?
- Identify clients with investment income tax problems and the potential ways to reduce or eliminate them
- All in the family: Tax tactics for spouses, children, and parents
- What is new in health care that CPAs need to know

Learning Objectives:

- Identify areas where individual taxpayers are not taking full advantage of the Code
- Know the directions in which taxes are changing or are likely to change and how that affects planning

Designed For: All practitioners involved in tax planning for individuals who need to go beyond basic tax and financial planning techniques

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Experience in individual income tax planning and income tax return preparation



MERG**INTRODUCTION TO MERGERS AND REORGANIZATIONS**

This course will enable you to understand the technical tax issues and planning in various types of business acquisitions for C corporations and S corporations.

Major Topics:

- Sale of corporate assets and allocation of purchase price, including a case study
- More on allocations of personal goodwill, covenants not to compete, consulting agreements and intangible property
- The issues in the purchase of C corporation stock
- Tax free acquisitions and reorganizations with helpful charts and cases
- Special issues of S corporation transactions
- A whole chapter devoted to the complexities of 338 elections and 338(h)(10)
- Limits on using NOLs

Learning Objectives:

- Identify corporate attributes, including those for credits and capital losses that carry over in an acquisition
- Discuss the role cost recovery plays in an asset acquisition and the methodologies available to a buyer to allocate cost to assets acquired, and how miscellaneous intangibles that arise in and facilitate an acquisition transaction are allocated to purchase price when §197 assets are acquired
- Know how a corporate reorganization is taxed and the requirements for A, B, and C reorganizations
- Appreciate the deemed sale of assets by a target when a §338 election is made and how §338(h)(10) is used and its impact on S corporation shareholders
- Understand the requirements to qualify a subsidiary liquidation under §332 and §337, the tax consequences to a parent corporation and to the liquidating subsidiary, and the carryover or adjustment of tax attributes in a complete liquidation of a subsidiary into a parent corporation

Designed For: Experienced practitioners who wish to learn about this specialized area of the law

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A course in, or hands-on experience with, business acquisitions; experience in dealing with S corporations and C corporations

IRAB**IRA BOOT CAMP**

Most individuals will accumulate a significant amount of wealth through contributions or rollovers from qualified plans into IRAs. Although the rules in this area provide tremendous planning opportunities, they are very complex. This course will provide insight and practical planning suggestions into this important area of practice by utilizing forms, worksheets, examples, exercises, tables, case studies, and mini-cases to enhance and enliven the learning experience and to hone retirement planning skills.

Major Topics:

- The best ways to pass an IRA on to a beneficiary and avoid the pitfalls
- How to take IRA distributions early and avoid penalties
- Everything planners and their clients should know about rollovers – tips and traps
- Regular, non-deductible, and Roth IRAs – limits, benefits, & rules
- SIMPLEs and SEPs: the other kinds of IRAs
- How to take advantage of final minimum distribution regulations
- Splitting an IRA into multiple IRAs for beneficiary planning and significant tax benefits
- Comparative modeling for substantially equal payment options
- Planning for regular IRA and qualified plan to Roth IRA conversion rollovers and rollover recharacterizations
- The significant estate planning issues associated with IRAs, and the strategies and tactics for dealing with these issues, including making charitable contributions
- Late-breaking tax legislation, regulations, and rulings

Learning Objectives:

- Distinguish between various types of IRAs
- Explain how Roth IRAs fit into a taxpayer's retirement and estate planning
- Describe the basics of regular, employer-sponsored SEPs and salary-reduction SEPs
- Discuss the basics of SIMPLE IRAs
- Apply the general rules applicable to all rollover transactions
- Define the vocabulary associated with the minimum distribution rules
- Summarize the basic features and planning concepts of annuities
- Describe the estate planning ramifications of qualified benefits
- Utilize forms, worksheets, examples, exercises, and case studies as well as voluntary homework problems and mini-cases to enhance and enliven the learning experience and to hone retirement planning skills

Designed For: CPAs who want to learn about this key area of practice and all of the planning options available

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic knowledge in estate and retirement planning

EX14

IRS TAX EXAMINATIONS AND HOT ISSUES

Due to IRS issue focused examinations, CPAs need to understand what types of returns are selected for examination and ways to help clients survive an IRS audit with little or no change. As a result of issue focused examinations, CPAs must understand what are the high audit risk area issues and what the IRS is focusing on when a return is examined. In addition, because tax-related identity theft is a common issue for many taxpayers, it is critical for CPAs to understand the procedures necessary to resolve this matter for their clients.

Major Topics:

- Criteria that the IRS uses to select returns for examination
- Worker Classification determinations on who is an employee and who is an independent contractor
- S Corporation officer's reasonable compensation issues
- Responsibilities to pay the employment taxes when the business defaults
- Tax-related identity theft procedures

Learning Objectives:

- Understand the IRS process for selecting returns for examination
- Identify the types of returns the IRS is examining
- Understand what are the hot examination issues the IRS is focusing on to help clients reduce their exposure to additional tax assessments
- Determine if your client is a victim of tax-related identity theft and the procedures to use to resolve strategies for dealing with IRS examiners and presenting your clients' tax positions in the best light possible

Designed For: CPAs in public practice who prepare tax returns and represent their clients on IRS examinations

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Experience in preparing individual and business tax returns



CBES

KEY CONSIDERATIONS IN GETTING THE ENTITY SELECTION RIGHT

Tax rates are always a critically important factor in choosing the form of business organization, and the individual and corporate rates in 2017 and beyond demand a reconsideration of current businesses and a different analysis for new ventures. By comparing and contrasting the tax aspects of C corporations, S corporations, partnerships, sole proprietorships, and limited liability companies, this course focuses on distinctions that can make big differences. This in-depth course will cover planning opportunities and potential pitfalls in developing a business structure. This course is a must for all practitioners.

Major Topics:

- Tax considerations in the organization of an enterprise and the pitfalls to avoid
- Non-tax considerations
- How income tax rates affect choice of entity
- Formation of a sole proprietorship, partnership, LLC, single-member LLC, S corporation, and C corporation
- Practical guidelines on which entity structure to use under various circumstances and relevant changes in the law
- Comparing and contrasting the tax aspects of partnerships with sole proprietorships, S corporations with partnerships, C corporations with S corporations, and partnerships with C corporations, and limited liability companies with all other entities
- Choice of entity in structuring real estate investments or a professional business
- Fringe benefits and retirement plans: which entities have special advantages
- Liquidations, dissolutions, and dispositions of a business
- New case study explores the questions of related corporations

Learning Objectives:

- Identify the various business organizations available and their nontax criteria
- Distinguish the tax characteristics of a sole proprietorship, LLC/partnership, S corporation, and C corporation
- Understand the formation and exit strategy tax issues
- Discuss the questions and concerns on choice of entity as well as those involving related entities

Designed For: CPAs who are considering starting a new business or who advise clients on the form of business organization that is best in light of recent tax law changes

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A basic course in partnerships/LLCs and in S corporations



BTS4

KEY PARTNERSHIP AND S CORPORATION TAX PLANNING STRATEGIES

Most of our clients are pass-through entities for which many of the general business strategies are subject to additional limitations. To provide the tax planning strategies for closely held business clients that will bring more revenue, this course focuses on the special concerns and techniques the practitioner needs to thrive in this market.

Major Topics:

- Basis planning: at-risk and passive considerations
- Net investment income planning
- Related party transactions: making them work
- Income splitting and shifting with family can create great benefits
- Compensation for pass-through owners

Learning Objectives:

- Understand how the strategies and techniques in business-related tax planning are modified for pass-throughs
- Understand the special problems when transactions involve the business, its investors, and related businesses and individuals

Designed For: All tax practitioners, both those working in public accounting as well as those in private industry, who are responsible for tax planning for their clients and/or companies

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Experience with business clients



K1L4

K-1 BOOT CAMP FOR LLCs

Schedule K-1 has evolved into the universal correspondent of tax information to business owners. This course utilizes practical case studies and detailed cases to take a deeper look into the vastness of Schedule K-1. The course will be advantageous to those who prepare complicated federal individual income tax returns, and for those who prepare the underlying Schedules K-1 for partnership or LLC pass-through entities.

Major Topics:

- Review of common and not-so-common line items on Forms 1065 Schedules K-1
- Numerous examples of special allocation issues of §704, including economic effect, the “dumb-but-lucky” rule, and substantiality
- Determining substantiality, with examples of “some help, no hurt” allocations
- Advanced case for tracking a multitude of Schedule K-1 line items through Form 6251
- Case study finding “At-Risk” hidden gains within Schedule K-1
- Determining self-employment taxable income
- Partners’ capital accounts and method of maintaining them
- When sales of depreciable property are not reported on Form 4797
- Practical case and examples of the proper allocation of recourse and non-recourse liabilities
- Finding hidden gains within partnership/LLC Schedule K-1
- Practical look at what options taxpayers have if they receive a Schedule K-1 that includes an error

Learning Objectives:

- Understand complicated issues of partnership and LLC Schedule K-1 reporting issues
- Complete a comprehensive problem related to “at-risk” recapture

Designed For: Experienced CPAs seeking an in-depth study of this ubiquitous tax schedule

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Basic knowledge of federal taxation



K1SL

K-1 BOOT CAMP FOR S CORPORATIONS AND LLCs

Schedule K-1 has evolved into the universal correspondent of tax information to business owners. This course utilizes practical case studies and detailed cases to take a deeper look into the vastness of Schedule K-1. The course will be advantageous to those who prepare complicated federal individual income tax returns, and for those who prepare the underlying Schedules K-1 for pass-through entities. As business owners utilize trusts more and more in their estate planning, the course includes an overview of issues associated with Form 1041 Schedule K-1.

Major Topics:

- Review of common and not-so-common line items on Forms 1065 and 1120S Schedules K-1
- Numerous examples of special allocation issues of §704, including economic effect, the “dumb-but-lucky” rule, and substantiality
- Determining substantiality, with examples of “some help, no hurt” allocations
- Advanced case for tracking a multitude of Schedule K-1 line items through Form 6251
- Case study finding “At-Risk” hidden gains within Schedule K-1
- Determining self-employment taxable income
- Partners’ capital accounts and method of maintaining them
- When sales of depreciable property are not reported on Form 4797
- Practical case and examples of the proper allocation of recourse and non-recourse liabilities
- Finding hidden gains within partnership/LLC Schedule K-1
- Finding hidden gains within S corporation Schedule K-1
- Practical look at what options taxpayers have if they receive a Schedule K-1 that includes an error

Learning Objectives:

- Understand complicated issues of S corporation and LLC Schedule K-1 reporting issues
- Complete a comprehensive problem related to “at-risk” recapture
- Be familiar with common and not so common Schedule K-1 issues

Designed For: Experienced CPAs seeking an in-depth study of these ubiquitous tax schedules

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic knowledge of federal taxation



ACL4

LIMITED LIABILITY COMPANIES: LOSSES, LIQUIDATIONS, TERMINATIONS, CONTINUATIONS, AND SALES

The purpose of this course is to provide an in-depth discussion of selected advanced-level issues affecting LLCs and LLPs.

Major Topics:

- Partnership losses: when are they deductible?
- Death or retirement of a member or partner – Understanding the alternatives
- Continuation and termination in the context of a merger or acquisition
- Sales of an LLC interest – holding period and hot asset issues

Learning Objectives:

- Identify the limitations on an investor’s ability to deduct LLC losses
- Discuss the tax consequences of a liquidation of a partner’s interest
- Describe the options when a partnership terminates or continues following an acquisition or merger
- Explain the tax consequences of a sale of an interest and distinguish such consequences from the tax consequences when a partnership or LLC is acquired or merges into another LLC or partnership

Designed For: CPAs with clients using the LLC or LLP structure who need to understand advanced issues, problems, and planning strategies.

Level of Knowledge: Advanced

CPE Credits: 4, Taxes

Prerequisite: A beginning course in LLCs/partnerships; experience with LLC/partnership clients.



**4-HR
COURSE**



**IRS-
APPROVED**

LLCW

LLC OPERATING AGREEMENTS WORKSHOP

In this course we will cover in depth the many complex considerations involved in utilizing and strategically structuring the partnership and operating agreements for Subchapter K entities to meet the business goals of the entity while minimizing the tax burden for the entity and its members. You will come away with a comprehensive understanding of the key issues to consider, the tax consequences of various drafting and structuring choices, tax audit considerations, and planning strategies.

Major Topics:

- Capital contributions
- Capital accounts
- Profits and loss allocations
- Distributions
- Transactions between partners and partnerships
- Liquidation
- Tax audits

Learning Objectives:

- Understand the tax considerations involved in utilizing and structuring partnership and operating agreements
- Be able to analyze structuring options and identify pros and cons relative to entity goals and entity/member tax impacts

Designed For: CPAs who advise LLCs and partnerships on issues related to entity selection, formation, and tax strategy

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Some experience with, and a working knowledge of, Subchapter K taxation



HMB4

MASTERING BASIS ISSUES FOR S CORPORATIONS, PARTNERSHIPS, AND LLCs

The most difficult concepts to master when dealing with flow-through business entities are the basis and distribution concepts. Major error and malpractice issues occur if the CPA does not fully understand the impact of these rules. This course is designed to focus on the practical applications of these rules.

Major Topics:

- Applicable coverage of recent tax acts and any new legislation enacted before the presentation
- Executor's new IRS form for disclosing basis in certain distributed property; what about the basis of a property distribution from a trust?
- How §179 limitations affect basis and how the "tax-benefit" rule is applied
- S Corporations: – Beware of recent final IRS Regulations regarding "open debt" of S corporations; Understand the effect of stock basis and debt basis and IRS's recent focus on "at-risk basis" for shareholders; Recognize how AAA applies or does not apply to certain S corporations; Learn to apply the complex ordering rules and special elections that can have a big tax result; Become aware of when you can have a taxable dividend in an S corporation; Understand distributions of cash and property and post-termination transition rules
- LLCs and Partnerships: – Learn the detailed rules of §704 for preventing the shifting of tax consequences among partners or members; Determine how to calculate basis under both §704 and for "at-risk" under §465; Recognize how recourse, nonrecourse, and qualified nonrecourse debt can create significantly different tax results; Review §754 step-up in basis rules

Learning Objectives:

- Determine initial basis and organizing tax-free under §351 and §721
- Discuss what affects basis and how to treat distributions
- Pass the four loss limitation hurdles to deduct pass-through losses

Designed For: CPAs who prepare both individual and flow-through business entity tax returns and need a thorough grasp of these significant issues

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Experience in business taxation



**4-HR
COURSE**



**IRS-
APPROVED**

MFEP

MASTERING THE FUNDAMENTALS OF ESTATE AND GIFT TAX PLANNING

While the estate and gift tax have been greatly relaxed, many clients will still require estate planning services in 2017. This course examines the fundamentals of estate planning including critical concepts in marital deduction planning, credit shelter trusts, selection and powers of trustees, and titling and funding issues. The comprehensive manual provides an in-depth analysis of will provisions, checklists, flow charts, and real-life examples.

Major Topics:

- Up-to-the-minute analysis of legislative changes, and planning in light of the changes
- Complete Code section analysis of the federal estate and gift tax
- Marital deduction planning – Second spouse, QTIP trusts, QDOT trusts, power of appointment trusts, and more
- Credit shelter trusts and the applicable credit amount
- Uses and techniques of life insurance
- Tools and techniques in gifting to minors, spouses, and other family members, including uniform transfers (or gifts) to minors' accounts, education trusts, §§2503(b) and (c) trusts, and more
- Reducing taxes by charitable giving, special credits, and estate freezing techniques
- Use of irrevocable and revocable trusts and other will substitutes
- Impact of increase in applicable exclusion amount
- Use of deceased spouse unused exclusion amount ('DSUEA')
- Regs on Estate Basis Reporting

Learning Objectives:

- Identify what property is included in a decedent's gross estate
- Understand the use of trusts in an individual's gross estate
- Calculate gift tax and estate tax liabilities
- Be aware of various tools and techniques of transferring property with the least tax liability

Designed For: CPAs who advise clients on establishing an estate plan

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None



SSR4

MAXIMIZING YOUR SOCIAL SECURITY BENEFITS

The leading edge of the baby boomer generation has already reached retirement age. Financial and tax planners can expect increased demand for strategies that dovetail Social Security with other retirement- and estate-planning objectives. This course provides tax and financial planning professionals with both the background information on the Social Security system and the strategies clients will need in dealing with Social Security, and the myriad of all the other related retirement planning issues.

Major Topics:

- Retirement benefits: What the amount of benefits is in various circumstances
- Spousal benefits: Should a spouse return to work? What benefits does a spouse have and when and how do they relate to benefits decisions by the client?
- Claiming on Social Security: advantages and disadvantages at ages 62, 66, and 70
- Planning: What clients approaching retirement age should consider now with respect to benefits for them, their spouses, and their children
- Coordinating benefits: Should you take Social Security first and higher-balance IRA distributions later, or take IRA balance first and enhanced Social Security benefits later?

Learning Objectives:

- Identify who is entitled to retirement benefits and in what amounts
- Summarize the factors one must consider in determining when to take benefits
- Discuss the taxation of Social Security benefits and how this impacts other income tax planning
- Identify and describe the potential effects of retirement and estate planning strategies and tactics that can enhance overall retirement and estate benefits by changing the 'who' and 'when' of the receipt of Social Security benefit payments

Designed For: Practitioners who have baby boomer clients with significant wages or earned income

Level of Knowledge: Basic

CPE Credits: 4, Taxes

Prerequisite: None



CIT4

MEET YOUR NEXT MIGRAINE: FIVE CRITICAL ISSUES THAT WILL CONFRONT TAX PUBLIC ACCOUNTANTS IN 2017

Tax law complexity. Uncertain legislative outlook. Confidential data under siege. Regulatory confusion. Standards overload. Yes, it can all be enough to make you want to take two aspirin and a nap, but understanding the forces affecting your tax public practice is critical to success in today's complex and rapidly changing market. In this session we will tackle pressing issues at a 'need to know' level and then discuss the practical implications. You will come away armed with the 'big picture.' Preparedness is half the battle, so do not miss this critical briefing.

Major Topics:

- Tax law update: New and newly effective regulations and proposed changes that all CPAs need to know about with discussion of the challenges and risks
- Cybersecurity and ID theft update: What every CPA should know about the current threats and scams to keep their personal, firm, and client data secure
- Roundup of other current and emerging challenges and threats as identified in the leading industry surveys, with implications and discussion of responsive strategies

Learning Objectives:

- Be able to identify the major changes and developments that will confront tax public accountants in their practice this year
- Understand current and emerging challenges and risks as identified in the leading industry surveys

Designed For: Practicing CPAs with a need to stay on top of the issues and trends that will affect their practice this year

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Sufficient experience in tax practice to have gained a baseline understanding of key terminology and core issues



MGEN

MULTIGENERATIONAL TAX PLANNING STRATEGIES FOR NEW SERVICE OPPORTUNITIES AND BETTER CLIENT OUTCOMES

Many clients overlook planning that takes into account not only their own issues but also the needs of other generations – above and below – of the extended family unit. Advisors can help achieve tax and financial planning objectives for multiple ties within the family. This course will explore various techniques for different net worth/income levels of generations.

Major Topics:

- Using the trans-generational IRA to benefit lower-income parents
- How to take advantage of the Roth IRA
- Income-splitting and the creation of earned income for lower and higher generations
- Qualifying higher-generation members as dependents
- Medical expense: how younger generations can help higher-generation members
- Elder care planning: reverse mortgages, Medicaid eligibility
- Checklist of documents each generation needs
- Loans and gifts that may reduce or eliminate the net investment income tax
- Role of trusts in multigenerational planning
- Ownership of real estate: does the QPRT make sense?
- Succession planning: transferring a business interest; use of voting and nonvoting stock; planning for redemptions; special problems of LPs, LLCs, and partnerships; buy-sell and other restriction agreements
- Minors: using trusts, kiddie tax issues, avoiding net investment income tax; funding education and retirement through CESAs and 529 plans
- Life insurance: who needs it, and how much; use of annuities and private annuities

Learning Objectives:

- Identify transactions that may benefit multiple generations in a family.
- Understand how the net investment income tax impacts various tax and financial planning strategies.
- Understand structuring of a business and the transfer of interests in a family-owned business.

Designed For: CPAs who provide tax and financial advice to clients within multiple-generation family structures

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Prior experience in advising clients on individual and financial planning issues



MSTU

MULTISTATE TAX UPDATE

You can't afford to ignore recent changes in state and local tax. Even tax-savvy businesses and their advisers often neglect to consider the consequences of state and local taxes. Multistate taxation is more complex and demanding than ever before. In addition to having their own unique tax laws, states have been more focused on enforcement. Plan to attend this fast-paced class that covers developing topics in state taxation, ranging from individuals to pass-through entities to corporate taxpayers. This class will focus on issues of small- and middle-market companies and offer guidance for minimizing tax liability and negotiating the treacherous waters of compliance.

Major Topics:

- The domicile dilemma: Issues for individuals with homes in multiple states; traveling employees; where to withhold?
- Emerging sales tax topics: Internet sellers and the Amazon rule; attributional nexus; taxation in the "cloud"
- Navigating nexus: Economic nexus (taxation without physical presence); attributional and agency nexus; presence of intangible property; is P.L. 86-272 still valid?
- Income-tax apportionment issues: Prevalence of the single sales factor; determining the type of property being sold; sourcing of income from intangible property and services; sourcing of service income, Market Based versus Cost of Performance
- Pass-through problems: Nexus issues for interest owners; withholding issues; sourcing of income; taxation at the entity level
- Practical considerations in dealing with multistate taxation: Dealing with state nexus questionnaires; responsibility of officers, members, partners, and shareholders; planning ideas and opportunities; updates on impending federal legislation relative to state tax

Learning Objectives:

- Understand changes in state statutes, regulations and case law
- Identify areas that may require additional attention for state tax planning purposes
- Identify areas that may be costly for employers or clients
- Understand the "who, what, when, and where" of nexus for income and sales tax

Designed For: Accountants who want an update on current multistate tax issues to minimize clients' potential state and local tax liability

Level of Knowledge: Update

CPE Credits: 8, Taxes

Prerequisite: Experience in corporate taxation



PLTI

PARTNERSHIP AND LLC CORE TAX ISSUES FROM FORMATION THROUGH LIQUIDATION

As they gain more experience, staff are expected to take on more complex assignments with minimal supervision. The course is designed to be a step above a mere preparation seminar, including a deeper study into critical areas of formation, special allocations of income and deductions, basis calculations and implications of recourse and nonrecourse debt, basis step-up under §754 on transfer of an ownership interest, distributions, self-employment tax issues, and termination/liquidation of the LLC.

Major Topics:

- Applicable coverage of recent tax acts and any new legislation enacted before presentation
- When to use "704(b) basis" for capital accounts versus "tax basis"
- Detailed rules of §704 for preventing the shifting of tax consequences among partners or members
- Unreasonable uses of the traditional & curative allocation methods
- Multiple layers of §704(c) allocations
- Business situations & partnerships that qualify; others that do not
- Treatment of recourse versus nonrecourse debt basis
- How to calculate basis limitations and its implication on each partner's own tax return
- How §179 limitations affect partnership/LLC basis
- Regulations for handling basis step-ups under §754 elections, and mandatory adjustments under §743 and §734 for partnerships who have NOT made the §754 election
- Subsequent contributions of property with §754 adjusted basis to another partnership or corporation
- Capital account adjustments in connection with admission of new member
- Special allocations require "substantial economic effect"; what are the requirements?
- LLCs and self-employment tax to the members
- Distributions – current or liquidating, cash or property including the substituted basis rule
- Termination/liquidation of an LLC
- Is there a "flexible standard of law" regarding closely held entities?

Learning Objectives:

- Prepare more complicated partnership returns
- Understand certain advanced concepts of partnership taxation

Designed For: Experienced CPAs desiring a comprehensive case approach to understand reasonably complex limited liability company issues and problems; also, CPAs who want a comprehensive, intermediate-level limited liability company practice manual

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience in business taxation



BTP4

PARTNERSHIPS AND LLCs: AVOIDING COMMON PITFALLS FACING PRACTITIONERS

If only we could see ourselves as others see us. This course is designed to review some common pitfalls and real-world issues. Learn the traps taxpayers fall into – before you make the mistake. The material includes a study of the law underlying the tax or practice issue, which will assist practitioners in satisfying their professional standards of practice and will help in preparing business returns. Avoid these missteps, plan for a better tax result, and benefit from a wealth of knowledge that can be applied to practice.

Major Topics:

- Is there a 'flexible standard of law' in regard to closely held entities?
- Good tax debt vs. bad tax debt
- Can I amend prior returns to correct an impermissible accounting method?
- Ignoring the operating agreement if special allocations do not meet the substantial economic effect test
- Failure to recognize taxation on service partners
- For LLCs operating as an S Corporation, just what is causing inadvertent terminations today; it happens more than you think
- Oversight in not taking into account §179 limitations at the entity level
- Pension issues
- Business issues and the significant tax problems in related party transactions
- Recognizing a related party transaction
- Who signs the Power of Attorney for an LLC?
- Documentation required by the sponsor (not the third party administrator) for plan loans

Learning Objectives:

- Define a recourse indebtedness and a nonrecourse indebtedness and describe how such liabilities are allocated among the partners
- Discuss which tax items are determined at the entity level
- Describe the character of partner/member distributions and earnings on pensions
- Identify the employment tax regime applicable to partners and members
- State why guarantees are useful to an LLC member

Designed For: All tax practitioners, both those working in public accounting as well as those in private industry, who are responsible for tax planning for their clients and/or companies

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Experience with business clients



TCBU

PRACTICAL PLANNING BOOT CAMP: S CORPORATIONS AND LLCs

Business clients seek practical solutions to their tax issues, and this course provides advisors with effective tax planning strategies for the closely held business. Providing sound advice will be a money maker both for clients and your firm.

Major Topics:

- Hiring family members: income splitting and shifting
- The latest on depreciation and safe harbor expensing options, including the \$2500 de minimis expense item
- Taking full advantage of fringe benefits: what is available
- Fringe benefit plans – how they play a larger role in getting to a lower taxable income; what choices should you consider?
- Medical benefits: long-term care, HSAs, cafeteria plans, COBRA compliance, disability
- Health care reform: what it means to employers
- Maximizing retirement benefits
- Pension plans – are they now more valuable, and what are the best options? Are 401(k) plans not as good, and could defined benefit plans make a comeback?
- Deferred compensation
- C corporations: are they qualified personal service corporations?
- Compensation planning – with potential increases of our client's Social Security taxes, what can we do to lessen the burden?
- Basis planning: at-risk and passive considerations
- Structuring the buy-sell agreement
- Why businesses need life insurance
- Related party transactions: making them work
- Travel and entertainment
- End-of-year W-2 adjustment worksheets: HI, auto, group-term life
- Methods of accounting: when do you use accrual instead of cash? When can you use cash?

Learning Objectives:

- Understand what strategies and techniques are most appropriate for businesses in dealing with employee-related issues
- Understand how to structure buy-sell agreements
- Understand how to incorporate family members into a business and avoid problems in dealing with related parties

Designed For: All tax practitioners, both those working in public accounting as well as those in private industry, who are responsible for tax planning for their clients and/or companies

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience with business clients



PCTR

PREPARING C CORPORATION TAX RETURNS FOR NEW STAFF AND PARA-PROFESSIONALS

This course is a great foundation to introduce new preparers to tax rules related to business returns. The course provides new staff coverage of tax areas affecting all business entities, providing staff training which they may carry to other business entity returns. Such business tax topics include the sale of assets used in any trade or business (Form 4797), depreciation (Form 4562), deductible vs. non-deductible items, and the basics of uniform capitalization. The objective of this course is to train new staff accountants, data processing employees, para-professionals, and bookkeepers to prepare a complicated federal corporate income tax return. It is a hands-on, practical course in filling out most tax forms, with extra emphasis on form changes due to new tax law.

Major Topics:

- Preparation by hand of a reasonably complicated Form 1120 U.S. corporate income tax return from trial balance to completed return
- The importance of Schedule M-1, including many adjustments in reconciling book income to tax income, and items preparation staff may look for on all business returns
- New tax-planning strategies for depreciation deductions, including changes to §179 and depreciation as a result of new tax legislation
- Methods of accounting – Application and choices
- In-depth analysis of Form 4797 dealing with depreciation recapture
- Deductible expenses – including rules on meals and entertainment
- Computation of tax liability, including alternative minimum tax
- Overview of many common business deductions; which are deductible and which are M-1 items?
- How to practically handle uniform capitalization and inventory accounting for a small manufacturing concern
- How the Affordable Care Act affects tax returns
- And much more

Learning Objectives:

- Develop an understanding of basic preparation principles which affect all business entities
- Learn in detail about the preparation of a Form 1120, and Schedule M-1
- Understand the proper treatment of trial balance entries into Form 1120

Designed For: New staff and para-professionals involved in return preparation

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None



PITR

PREPARING INDIVIDUAL TAX RETURNS FOR NEW STAFF AND PARA-PROFESSIONALS

The objective of this course is to train new staff accountants, data processing employees, para-professionals, and bookkeepers to prepare a complicated federal individual income tax return. Over the years, thousands of new staff have received practical, hands-on experience to become familiar with tax forms. This course covers the latest tax law changes, making it essential for your new staff.

Major Topics:

- Preparation of various Form 1040 individual tax returns and schedules; provided answers include “filled-in” forms
- Tax filing status – Rules for filing status and planning opportunities and pitfalls
- Dividends and interest – Ordinary, return of capital, and capital gain distribution dividends; tax-exempt interest, original issue discount, etc.
- Security transactions – From Form 1099-B to Form 8949 to Schedule D, plus mutual fund sales and related basis issues
- How the Affordable Care Act affects tax returns
- Self-employed person issues
- Sale and exchange of property – Understanding Form 4797 and depreciation recapture; capital gains
- Schedule C deductions
- A working understanding of passive losses – How to handle rental property and how the passive loss rules flow to the tax forms
- Itemized deductions – A thorough understanding of what’s deductible and what’s not
- Interest deductions – Limitations and timing problems
- Retirement contributions and education credits and deductions
- Tax computation – The Kiddie tax, AMT, regular tax, tax credits
- Individual problems illustrating form preparation for various items
- Impact of recent legislation and forms changes on the 1040

Learning Objectives:

- Grasp complicated issues of filing status/dependency exemptions
- Know about taxable/tax-exempt interest issues & dividend income
- Understand issues with reporting capital gains transactions
- Complete a comprehensive problem related to Schedule C of the Form 1040 and also one related to Form 4797
- Apply knowledge gained from an overview of passive activity rules
- Complete a comprehensive problem related to Schedule A
- Explain IRA contributions, Self-employed retirement plans, child-care credits, and the adoption tax credit
- Complete a comprehensive problem related to computation of an individual’s federal income-tax liability

Designed For: New staff and para-professionals who prepare individual returns

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None



RET4

REAL ESTATE TAXATION: CRITICAL CONSIDERATIONS

In this course, we will address critical considerations that a mid-level practitioner needs to understand when moving into the complex area of advising clients and preparing returns related to the acquiring, holding, managing, constructing, and disposing of real estate. You will leave the course able to navigate many of the key issues associated with the relevant returns and plan strategically for your company or clients.

Major Topics:

- Syndications and other forms of ownership
- Depreciation and recapture
- Land development
- Passive activity losses
- Like-kind exchanges

Learning Objectives:

- Understand the most commonly used forms of ownership for real estate holdings and the scenario-based advantages and disadvantages of each
- Know and be able to apply the key considerations in determinations surrounding depreciation and recapture, like-kind exchanges, and the determination of passive activity losses

Designed For: CPAs who do or will advise clients or their company on issues related to the acquisition, holding, management, and disposition of real estate

Level of Knowledge: Intermediate

CPE Credits: 4, Taxes

Prerequisite: Some experience preparing tax returns involving real estate holdings and transactions



RETC

REAL ESTATE TAX BOOT CAMP

This course is a 'deep dive' into all things real estate tax related for the mid-level practitioner moving into this complex area. You will deepen your understanding of the complex considerations and strategies that individuals must navigate in acquiring, holding, managing, constructing, and disposing of real estate. You will leave the course able to navigate critical issues associated with the relevant returns and plan strategically for your company or clients.

Major Topics:

- Syndications and other forms of ownership
- Installment sales
- Acquisitions and leasing
- Depreciation and recapture
- Land development
- Passive activity losses
- Expensive vs. capitalization
- Tax-free real estate transactions
- At-risk rules
- Like-kind exchanges
- Capital versus ordinary income

Learning Objectives:

- Understand the most commonly used forms of ownership for real estate holdings and the scenario-based advantages and disadvantages of each
- Be able to analyze the tax-specific considerations relevant to purchase and finance structuring alternatives and determine the most advantageous options
- Know and be able to apply the key considerations in determinations surrounding expense versus capitalization, depreciation and recapture, and the determination of passive activity losses

Designed For: CPAs who do or will advise clients or their company on issues related to the acquisition, holding, management, and disposition of real estate

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Some experience preparing tax returns involving real estate holdings and transactions



GSGC

REAL ESTATE: THE MANY COMPLEXITIES OF GAAP, SSARS, AND GAAS COMPLIANCE

Accounting for real estate activities is always a complicated adventure. From how to account for development costs, to how to recognize impairment losses, to how to recognize gain or loss on its sale are all challenging issues for the accountant. And then to top things off, when it comes to the income tax side, we have a whole set of different rules. No other industry has such differences between GAAP and income tax reporting.

Major Topics:

- An overview of the real estate industry in today's economy
- GAAP compliance involving the purchase and development of real estate
- GAAP compliance involving the operation of real estate
- GAAP compliance involving various revenue recognition issues associated with real estate under today's Standards
- An overview of the new FASB dealing with leases with an emphasis on its impact on the real estate industry
- GAAP compliance involving various revenue recognition issues associated with real estate under the new Revenue Recognition Standards
- GAAP issues involving recognition of impairment losses
- Financial Statement preparation issues for real estate entities
- Key issues involving a review of a real estate entity under today's SSARS
- Key issues involving an audit of a real estate entity under today's GAAS
- Computation of tax basis
- Definition of Section 1231 property
- Understanding the difference and recognizing gain under Sections 1245 and 1250
- Understanding the passive activity rules

Learning Objectives:

- Understand the many complexities involving compliance with GAAP and financial statement preparation
- Understand the many difficulties involving compliance with the SSARS and GAAS when reviewing/auditing a real estate entity
- Understand select issues involving income tax preparation of a real estate entity and individuals who invest in real estate

Designed For: CPAs in both public accounting and industry who want to know more about GAAP, financial statement preparation SSARS, GAAS, and tax compliance involving real estate entities

Level of Knowledge: Basic

CPE Credits: 8 (Accounting – 5; Auditing – 1; Taxes – 2)

Prerequisite: None

SCA4

S CORPORATION TAXATION: ADVANCED ISSUES

This course goes beyond the basics and addresses important practical issues that an experienced practitioner must know about S corporations.

Major Topics:

- Detailed rules governing basis in the shareholder's debt and stock AAA
- Built-in gains incurred from the sale of assets
- Redemptions and liquidations
- Compensation planning for shareholders

Learning Objectives:

- Discuss the conversion of a C corporation to an S corporation
- Examine operational issues, keeping track of AAA, and how to calculate basis, apply distribution rules, and avoid loss limitations
- Describe the rules governing the liquidation of an S corporation
- Examine the issues in compensation planning in S corporations, including limitations in a family-controlled business; self-employment tax issues
- Be familiar with the results of the case studies that reinforce key learning points

Designed For: CPAs whose practices include S corporations and their shareholders

Level of Knowledge: Advanced

CPE Credits: 4, Taxes

Prerequisite: Three to five years of experience in S corporation tax return preparation



**4-HR
COURSE**



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APPROVED**

SCTI

S CORPORATION CORE TAX ISSUES FROM FORMATION THROUGH LIQUIDATION

As they gain more experience, staff are expected to take on more complex assignments with minimal supervision. The course is designed to assist experienced staff to take the next step by taking a deeper analysis into critical issues affecting present S corporation clients. Discussions utilizing real life examples allow for group analysis, discussion, and problem solving. Updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- Applicable coverage of recent tax acts and any new legislation enacted before presentation
- Current private letter rulings reveal the failure in one or more S corporation eligibility requirement that is causing inadvertent terminations
- How to avoid those terminating errors
- The \$100/day penalty and transitional relief
- Affordable Care Act reporting issues and Shared Responsibility
- S Corporations and self-employment tax – how long do we have?
- Detailed review of basis calculation rules, deducting losses, stock vs. loan and “at-risk” basis
- Final regulations regarding open debt and the handling and repayment of shareholder loans
- Basis neither increased by phantom income, nor reduced by non-deducted pass-through losses
- How IRS calculates a CPA’s reasonable compensation
- Taxable distribution in excess of basis and reporting issues to shareholders
- Proper handling of accrued expenses payable to a shareholder
- How §179 limitations affect S corp. basis
- Liquidation of the S corporation
- Current procedures to correct a late S corporation election
- Is there a “flexible standard of law” in regard to closely held entities?

Learning Objectives:

- Prepare more complicated S corporation returns
- Understand certain advanced concepts of S corporation taxation
- Protect S corporation clients from falling out of S corporation eligibility

Designed For: Experienced CPAs who desire a comprehensive S corporation course that will enable them to understand reasonably complex S corporation problems and issues; also, CPAs who want a comprehensive, intermediate-level S corporation practice manual

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic knowledge of S corporation taxation



BCP4

S CORPORATION, PARTNERSHIP, AND LLC TAX UPDATE

If you are a practitioner who wants the latest information on tax changes affecting your business clients or employers, then you should take this enlightening course. You will learn invaluable knowledge, strategies, techniques, innovative tax-planning concepts, income-generating ideas, and other planning opportunities available to S corporations, partnerships, LLCs, and LLPs. Updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- Selected Practice and Reporting Issues
- Coverage of all of the business tax changes
- A review of the key cases, rulings, and tax law changes affecting S corporations, partnerships, limited liability companies, and limited liability partnerships
- Any late-breaking tax legislation

Learning Objectives:

- Understand the major current planning issues for businesses
- Understand how tax reform affects planning for pass-throughs
- Understand what pass-throughs can do in light of tax law changes and proposed reform

Designed For: All tax practitioners, both those working in public accounting as well as those in private industry, who need the latest information on tax changes affecting their business clients or employers

Level of Knowledge: Update

CPE Credits: 4, Taxes

Prerequisite: Experience with pass-through entity clients



ACS4

S CORPORATIONS: COMPENSATION AND REDEMPTIONS

This course goes beyond the basics and addresses important practical issues that an experienced practitioner must know. Even if you have attended other S corporation courses, you will learn something new in this course.

Major Topics:

- Compensation planning in S corporations, including limitations in a family-controlled business
- Use of redemptions
- Estate planning for S corporation shareholders, including buy-sell agreements, QSubs, ESBTs, and uses of life insurance

Learning Objectives:

- Appreciate how corporation planning can be used in an S corporation to change the effects of the one-class-of-stock rule
- Describe the tax consequences of a redemption of stock in an S corporation
- Discuss the major tax considerations in estate planning for S corporation shareholders

Designed For: practitioners and controllers who have attended a basic S corporation course and want to understand more complex issues and their practical implications

Level of Knowledge: Advanced

CPE Credits: 4, Taxes

Prerequisite: A basic course in S corporations; some experience in advising S corporations and their shareholders



PMI4

SELECT ESTATE AND LIFE PLANNING ISSUES FOR THE MIDDLE-INCOME CLIENT

Clients think that estate planning only applies to the very rich. In truth, there are many issues of critical concern for which the middle-income client needs to plan. This course is a must-attend for all CPAs who work with middle-income clients and are looking for ways to provide additional quality services.

Major Topics:

- More than 20 documents that clients should have that are neither a will nor a trust
- Provisions you need in a will
- Trusts and other arrangements for children
- Durable powers of attorney for health care and for financial matters
- Asset protection strategies

Learning Objectives:

- Understand various documents used in estate planning
- Identify use of trusts and other financial arrangements
- Know what issues clients confront, and potential solutions

Designed For: CPAs who advise clients on estate planning

Level of Knowledge: Basic

CPE Credits: 4, Taxes

Prerequisite: None



SSRB

SOCIAL SECURITY, MEDICARE, AND PRESCRIPTION DRUG RETIREMENT BENEFITS: WHAT EVERY BABY BOOMER NEEDS TO KNOW NOW

Social Security seems poised for changes in benefits and eligibility age. The leading edge of the baby boomer generation has already reached retirement age. Financial and tax planners can expect increased demand for strategies that dovetail Social Security with other retirement- and estate-planning objectives. This course provides tax and financial planning professionals with both the background information on the Social Security system and the strategies clients will need in dealing with Social Security, and the myriad of all the other related retirement planning issues.

Major Topics:

- Legislative developments
- A full chapter devoted to determining the best new planning options for maximizing joint Social Security benefits
- Retirement benefits: Amount of benefits in various circumstances; how the amounts are distributed within the family unit
- Qualification: Has the client retired? How business entities may be used for Social Security advantage
- Income taxation of Social Security: avoidance tactics
- Spousal benefits: Should a spouse return to work? What benefits does a spouse have and when and how do they relate to benefits decisions by the client?
- Hiring the spouse: When is it effective?
- Disability benefits
- Social Security advantages & disadvantages at ages 62, 66, 70
- Coordinating benefits: should you take Social Security first and higher-balance IRA distributions later, or take IRA balance first and enhanced Social Security benefits later?
- Pensions: Distribution strategies; how to use the minimum distribution rules in concert with Social Security benefits
- IRAs: Is it time to convert to a Roth?
- Medicare, Part D prescription drugs: what retirees need to know

Learning Objectives:

- Identify who is entitled to retirement benefits and in what amounts
- Identify factors to consider in determining when to take benefits
- Discuss taxation of Social Security benefits & how this impacts other income tax planning
- Identify and describe the potential effects of retirement and estate planning strategies and tactics that can enhance overall retirement and estate benefits by changing the 'who' and 'when' of the receipt of Social Security benefit payments
- Explain Medicare & the prescription drug provision; describe the basic supplementary insurance plans that are available to fill in the gaps in basic Medicare coverage

Designed For: Practitioners who have baby boomer clients with significant wages or earned income

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None

1ST1

STAFF TRAINING IN TAXATION – LEVEL 1

This is a 3-day course totaling 24 hours, 8 hours per day. It is designed for new staff or paraprofessionals entering, or rusty" preparers returning to the work force. It is a comprehensive study of individual taxation, with an introduction to C and S corporation preparation issues. This great reference manual contains many examples and cases to illustrate the most important points new preparers need to be aware of for current tax returns.

Major Topics:

- Complete coverage of any new legislation targeting individual taxation issues
- Gross income, exclusions from income, parental election for certain taxpayers
- Interest/ dividend income, exclusions for Education Savings Bonds
- Trade or business activities and their problems, employee vs. independent contractor overview, and home office deduction rules
- Property transactions applicable to all taxpayers including proper depreciation calculation and recapture rules under §§1231, 1245, and 1250
- Capital asset transactions
- MACRS depreciation, §179 & additional 1st-year depreciation rules
- Can I write off that new SUV?
- Distributions and rollovers from qualified retirement plans, Traditional and Roth IRAs, and Education Savings
- Passive activity losses – understanding what they are and how they work
- Who qualifies as a real-estate professional
- Standard deduction, selected itemized deductions, personal and dependent exemption rules
- Tax calculations, regular tax, SE tax, penalty taxes on retirement distributions, & an overview of the alternative minimum tax system
- Selected tax credits relating to individual taxpayers including American Opportunity, Lifetime learning, Adoption and Child Credit
- Introduction to S corp. taxation including S corp. recent regulations
- Introduction to C corporation issues including book/tax differences
- The latest cases and rulings involving depreciation and amortization issues and how they impact clients, along with the most useful planning opportunities, and much more

Learning Objectives:

- Understand complete detailed problems associated with the preparation of Form 1040
- Understand income issues and Schedules A - E of the Form 1040
- Complete a comprehensive problem related to Form 4797
- Understand depreciation, including §179, additional first-year and MACRS depreciation
- Understand IRA contributions, childcare credits, and rules for the adoption tax credit
- Complete a comprehensive problem related to computation of an individual's federal income tax liability

Designed For: New entry-level staff accountants (less than one year of experience) desiring an "in-depth" study of taxation

Level of Knowledge: Basic

CPE Credits: 24, Taxes

Prerequisite: None

1ST2

STAFF TRAINING IN TAXATION – LEVEL 2

This course is designed for participants to easily make the transition from individual return preparation to business return preparation; this is a 3-day course totaling 24 hours, 8 hours per day. It provides staff training for tax areas affecting all business entities. Such business tax topics include the sale of assets used in any trade or business (Form 4797), depreciation (Form 4562), compensation issues, fringe benefits, and deductible trade or business deductions vs. nondeductible items (Schedule M1). It begins with a comprehensive study of C corporation business tax issues, and allows the participant to carry issues toward S corporation and partnership returns. This course also contains examples and cases to illustrate what preparers need to be aware of for 2017 business income tax returns.

Major Topics:

- Complete coverage of any new legislation targeting corporations and partnerships and their respective owners
- Entity choice? Overview and comparison of pros and cons for various forms of operating a business – Sole proprietor, C corporation, S corporation, partnerships, and LLC
- Compensation issues, taxable employee benefits, below-market rate loans and company owned autos
- Introduction to employee fringe benefits, pension and profit-sharing plans (SEPs, SIMPLEs, 401(k), MSAs, HSAs, and cafeteria plans)
- The birth of a business, tax-free incorporation procedures under §351, 1st year elections, accounting periods, & methods available
- The benefits of §1202 and §1244 stock sales and losses
- Income and expense items receiving special treatment for tax purposes for all business entities
- The importance of Schedule M1
- AMT overview including depreciation adjustments
- Personal service corporations – special rules
- Multiple corporations – how to identify brother-sister corporations and apply the special rules
- Accumulated earnings & personal holding company penalty taxes
- Dividends, redemptions and liquidations
- S corporations – in depth analysis from eligibility through operating rules and distributions
- Intro to partnerships – formation through operation to liquidation
- Current developments are emphasized throughout this course

Learning Objectives:

- Master in detail the preparation of Form 1120 and other potential issues such as alternative minimum tax, personal holding company, and accumulated earnings
- Understand major issues in preparing partnership Form 1065 and S corporation Form 1120S
- Understand compensation issues, fringe benefits, and tax credits

Designed For: Experienced staff accountants (one to three years of experience) desiring an “in-depth study of taxation

Level of Knowledge: Intermediate

CPE Credits: 24, Taxes

Prerequisite: None



1ST3

STAFF TRAINING IN TAXATION – LEVEL 3

The course is designed for staff ready for supervision and engagement management; this is a 3-day course totaling 24 hours, 8 hours per day. Coverage includes advanced S corporation detailed case studies and issues, comprehensive coverage and detailed case studies of advanced partnership and LLC tax issues, and an overview of multistate taxation.

Major Topics:

- Complete coverage of any new legislation targeting corporations and partnerships and their respective owners
- Self-employment tax issues for shareholders, partners, & members
- Beware of recent final IRS Regs. on ‘open debt’ of S corporations
- BIG tax – chopping it down to size
- Recurring and emerging return preparation issues
- Unreasonably low compensation – proposed regulations
- Understand complex issues on calculating shareholder basis/AAA
- Discuss loss limitation rules in depth
- Distributions – when unequal is really equal
- Liquidating an S – when do you have problems
- Partnership and LLC formation issues
- Capital account adjustments with admission of new member
- Inconsistent treatment of Schedule K1 items
- Detailed rules of §704 for preventing shifting of tax consequences
- How to properly calculate basis
- Treatment of recourse versus nonrecourse debt basis
- Substantial economic effect, including special allocations, the ‘dumb-but-lucky’ rule and ‘some help, no hurt allocations’
- IRS guidance on self-employment tax for partners in a partnership and members of LLCs and LLPs
- How to handle partnership and LLC passive activity loss situations
- New regulations for handling basis step ups under §754 elections
- Mandatory basis adjustments when §754 election were not made
- Partnership distributions – current or liquidating, cash or property
- Comparison with LLCs, LLPs, and S corporations
- Multistate tax issues including summary of payroll, property, and sales factor allocation methods; factors for determining nexus
- Understand ‘apportioned income’ & ‘allocated income’ differences
- The Credit for Small Employers Health Insurance Premiums
- Current developments are emphasized throughout this course

Learning Objectives:

- Understand certain advanced concepts of S corporation taxation and prepare more complicated S corporation returns
- Protect S corporation clients from missing the election and other methods of falling out of S corporation eligibility
- Understand certain advanced concepts of partnership taxation and prepare more complicated partnership returns
- Understand S corp. and partnership basis issues and at-risk basis

Designed For: Preparers with more than three years of experience, or ‘in-charge’ preparers desiring an ‘in-depth’ study of taxation

Level of Knowledge: Advanced

CPE Credits: 24, Taxes

Prerequisite: None



OBC4

TAKING YOUR MEDICINE: HEALTH CARE IN 2017

Both otherwise uninsured individuals and employers with 50 or more full-time or full-time equivalent employees must be on top of the complicated Affordable Care Act (ACA) rules as they apply in 2017 and beyond. All employers, whether large employers or not, should be alert to the IRS's release of regulations under §105(h), which, when released, will apply anti-discrimination rules to all employers regardless of size. Of equal importance is the impact of Notice 2015-17 and how it impacts employer reimbursements of employees for premiums they pay for health insurance, including S corporation reimbursements of greater than 2% shareholders. This course will focus on the key issues and planning strategies that tax practitioners need to know in order to advise their clients regarding this far-reaching legislation.

Major Topics:

- Penalties on individuals for failure to be covered with adequate health insurance
- When a business is eligible for the small business health insurance credit
- When the shared responsibility excise tax penalty applies to businesses in 2017
- Calculating and defining an employer's employees; how to calculate full-time and full-time equivalent employees
- The availability of the premium credit for individuals who do not have health insurance coverage through an employer
- Penalties for failure to purchase health insurance coverage
- Form W-2 information on health insurance costs required to be disclosed
- IRS Notice 2015-17 and employer reimbursements

Learning Objectives:

- Understand how the Affordable Care Act affects businesses and individuals
- Recognize how and when Affordable Care Act-related penalties apply to individuals and businesses
- Understand how Notice 2015-17 applies to employer reimbursements of employees who purchase health insurance

Designed For: Tax practitioners who need to understand the changes and implications of the new health care law

Level of Knowledge: Update

CPE Credits: 4, Taxes

Prerequisite: A working knowledge of tax law as it relates to health insurance



CASU

TARGETED 1040 FORMS UPDATE FOR THE OCCASIONAL TAX PREPARER

Many individuals casually prepare a few income tax returns for family members, friends, or acquaintances. Many of such preparers are professionals in industry; and not in full-time tax preparation. The manual is designed to provide a preparation update to the casual preparer and has been updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015. The manual involves not only new tax rules for the current year, but also understanding how the new and old rules apply to 2017 tax forms. The up-to-date review of important tax form changes will be invaluable to attendees who prepare tax returns for individuals.

Major Topics:

- Do I need a PTIN?
- Am I required to register as an 'Authorized e-file Provider?'
- Where do I start?
- Professional people acting Professionally, and if not, what are the penalties?
- A tour of the most recent changes starting from gross income and ending with alternative minimum tax (AMT) and selected credits including the latest IRS guidance on significant recent tax legislation
- Preparation of various Form 1040 individual tax returns and schedules; provided answers include 'filled-in' forms
- Tax filing status – Rules for filing status and planning opportunities and pitfalls
- Self-employed person issues
- Sale and exchange of property – Understanding Form 4797 and depreciation recapture; capital gains
- Schedule C deductions
- A working understanding of passive losses – How to handle rental property and how the passive loss rules flow to the tax forms
- Itemized deductions – A thorough understanding of what's deductible and what's not
- Interest deductions – Limitations and timing problems
- How the Affordable Care Act affects tax returns
- Review of new laws and changes in old forms to provide a familiarity for the upcoming tax season

Learning Objectives:

- Study 2017 income tax Forms and Schedules for individual clients
- Understand which income tax returns and schedules have changed
- Review individual income tax preparation for 2017

Designed For: Industry or non-tax professionals preparing individual income tax returns for the current tax year

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic familiarity with tax rules relating to individual taxation



TBCL

TAX FORMS BOOT CAMP: LLCs AND PARTNERSHIPS

Future tax specialists must have a strong base in the preparation of partnerships and limited liability company's returns. This boot camp provides an in-depth foundational center of the forms, along with other common to advanced issues of partnerships and limited liability companies. The course includes a hands-on approach to completing a Form 1065, including a 'filled-in' answer to a sample taxpayer return.

Major Topics:

- Gain a thorough understanding of federal income tax laws for partnerships or LLCs, from formation to tax return preparation issues
- Assess critically tax basis for recourse and nonrecourse debt
- Understand the proper year end
- Review an often overlooked §704(c) pre-contribution gain
- Adjustments, permitted special allocations, and self-employment tax issues
- Complete coverage of any new legislation enacted before presentation
- Are capital accounts the same as basis? NO, they are not!
- Partnership distributions – current or liquidating, cash or property
- What business arrangements qualify, or, by default, are treated, as partnerships
- Other developing issues and hot topics

Learning Objectives:

- Prepare a basic Form 1065, step by step, with 'filled-in' forms provided
- Recognize the importance of Schedule M-1
- Understand the basic concepts of partnership taxation
- Be familiar with the results of the case studies that reinforce key learning points

Designed For: Practitioners who need a basic understanding of LLC and partnership tax issues and the preparation of LLC and partnership federal tax returns

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None



TFBC

TAX FORMS BOOT CAMP: LLCs, PARTNERSHIPS, AND S CORPORATIONS

The course provides a comprehensive understanding of the preparation of both S corporation and partnership/LLC tax returns, along with the underlying laws, regulations, etc. The course and instruction delivery is geared toward the basic understanding and progresses to complex issues. The boot camp allows staff to discover the connections and alterations of these widely held entity structures, while also providing a valued reference for the participant's future use. This course has been updated for impacts of the Protecting Americans Against Tax Hikes (PATH) Act of 2015.

Major Topics:

- Compare and contrast the tax consequences, opportunities, and pitfalls of operating a business as a partnership, LLC, or S corporation
- Gain a comprehensive understanding of income tax laws for S corporations from eligibility and election, to tax return preparation, stock basis, and loss limitation issues
- Recognize and properly handle special pass-through items of income and expense
- Accurately prepare S corporation returns and reconcile book income to taxable income
- Accurately prepare partnership returns and reconcile book income to taxable income
- Properly handle the tax treatment of distributions to shareholders, partners, or members
- Understand the special restrictions and sanctions for tax year end selection
- Review the basics of partnership and LLC formation and basis calculation
- Self-employment tax or NOT, for each entity
- Filling in K-1s correctly for S corporations, partnerships, and LLCs
- How the Affordable Care Act affects tax returns
- The most frequently used forms and schedules, included 'filled-in'

Learning Objectives:

- Understand in detail how to prepare Form 1120S, Schedules M-1, K, and K-1
- Understand in detail how to prepare Form 1065, Schedules M-1, K, and K-1
- Identify and handle commonly found S corporation and partnership tax issues

Designed For: All levels of staff and company controllers responsible for filing these forms

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None



TBCS

TAX FORMS BOOT CAMP: S CORPORATIONS

Many clients use the S corporation form of doing business, and the S corporation return is a 'bread and butter' part of tax preparation practice. This course guides new, rusty, or returning-to-practice accountants and staff with a detailed study of the key fundamentals of S corporation rules from formation through distributions. Through use of numerous cases and examples (both simple and complicated), participants also learn how S corporation income and expenses flow into the shareholders returns. Certain worksheets and a 6-step process to accurately complete Form 1120S and related sub-schedules are included.

Major Topics:

- Complete coverage of any new legislation enacted before presentation
- Understand key operational issues of separately stated versus non-separately stated income and expenses, and the importance of Schedule M-1
- Accurately account for basis, AAA, and distributions
- Identify, plan for, and properly report any S-level built-in-gain or passive income tax liability
- Learn about properly preparing and allocating items to the K-1 schedule
- Key operational issues from election to liquidation

Learning Objectives:

- Identify eligible shareholders, the requirements to make a timely or late election, and the techniques to avoid termination
- Apportion S corporation items to Schedule K-1 for the shareholders
- Calculate AAA and stock basis and understand their importance to the taxation of distributions and the deductibility of losses
- Be familiar with the results of the case studies that reinforce key learning points

Designed For: CPAs needing a comprehensive understanding of the key elements in proper preparation of S corporation tax returns, and those in need of a refresher in S corporation tax laws

Level of Knowledge: Basic

CPE Credits: 8, Taxes

Prerequisite: None



T TEN

TOP 10 TAX TOPICS OF 2017

Join us for our annual expedition through the harbors and swamps on the tax landscape this season. We will uncover the top issues with wide applicability and importance in 2017 and explore the practical implications, potential pitfalls, and planning opportunities.

Major Topics:

- The 3.8% and 0.9% Medicare taxes
- Final regulations on capitalization or repair expense
- Significant enacted tax law changes or interpretations
- Proposed tax law changes and their effects
- ID theft and tax scams
- What to do with estate and gift planning in 2017
- What's hot with IRAs, Roth IRAs, and qualified plans
- What the IRS is looking at with respect to audit issues
- What is happening with health care in 2017
- ...and much more!

Learning Objectives:

- Understand the most important hot button issues that have emerged as areas of concern to the IRS, taxpayers, and tax advisors
- Understand a broad range of tax subjects for both individuals and business owners
- Recognize tax planning opportunities that may present themselves

Designed For: All CPAs who want an in-depth discussion of the current tax issues that affect all clients

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Five or more years of experience in planning for individual and business clients



BTBB

TOP 50 BUSINESS TAX MISTAKES PRACTITIONERS MAKE AND HOW TO FIX THEM

If only we could see ourselves as others see us. Learn the traps taxpayers fall into – before you make the mistake. Attend this enjoyable yet very informative course that focuses on the law while exploring some of the top errors made in compliance and tax planning for business entities. The study of the law underlying the tax or practice issue will assist practitioners in satisfying their professional standards of practice and will help in preparing business tax returns. Avoid these missteps, plan for a better tax result, and benefit from a wealth of knowledge that can be applied to practice.

Major Topics:

- Do not get caught watching the paint dry
- Current practice issues regarding basis, and a new look at debt vs equity
- Keeping an eye on possible upcoming changes, including those from the Department of Labor
- Can I amend prior returns to correct an impermissible accounting method?
- S Corporations: Just what is causing inadvertent terminations today, which happens more than you think; and errors in basis, structuring debt, distributions and liquidation
- LLCs and partnerships: Mistakes in allocation of debt, fringe benefits, unreimbursed expenses; oversight in not taking into account limitations at the entity level; and pension issues
- C Corporations: Keeping a stock redemption a capital transaction; and why small business owners should consider taking dividends
- Travel and entertainment: tricks and traps
- Related party transactions: explore business issues and the significant tax problems that can occur with failure to recognize a related party transaction
- Is there a flexible standard of law for small closely held businesses?

Learning Objectives:

- Discuss business transactions that have significant tax effects and the need to do proper tax planning
- Describe the most substantial mistakes that practitioners can make in dealing with the tax aspects of businesses

Designed For: CPAs who wish to get a broader insight into tax planning by understanding the significant mistakes professionals can make and how to avoid them

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Experience with business clients



INBB

TOP 50 MISTAKES PRACTITIONERS MAKE AND HOW TO FIX THEM: INDIVIDUAL TAX AND FINANCIAL PLANNING

The best laid plans of mice and men often go astray; the same is true for taxpayers. Every practitioner has been confronted with a client who had a different twist on a tax idea. This course focuses on the law in order to break down 50 situations in which a taxpayer has attempted to push one of these ideas. The study of the law underlying the tax mistakes made will assist practitioners in satisfying their professional standards of practice & will help in preparing Form 1040.

Major Topics:

- Complete coverage of recent tax acts and any new legislation enacted before presentation
- Individual income tax cases regarding income, adjustments, passive activities, and itemized deductions
- When 'gifts' can be taxable
- Hazy situation, two seemingly similar cases, yet one results in ordinary tax treatment, the other capital treatment
- When a "rollover" is not a rollover, the Claim of Right Doctrine
- I want to protect my identity, but I also need to protect my PTIN
- Failing alimony's written instrument requirement
- Failing alimony's same household requirement
- Failing to understand the limits on 401(k) loans
- Trying to carry back a tax loss that has yet to occur
- My preparer included fraudulent deductions, not me! Does the statute of limitations extend?
- Not all forgiven principal residence debt is excludable
- Passive income and the self-charged rent rules
- Meal allowances for police or fire workers on 24-hour shifts
- Would \$37,000 unsubstantiated non-cash charitable contributions be noticed?
- No deduction for donating a house to fire department
- Estimated taxes, the big penalties, and planning
- Financial Planning: Ignoring the future of Social Security; miscues in rollovers & retirement plan distributions; the bad, the good, and the ugly of early retirement SEPPs
- Things professionals do not like to hear!

Learning Objectives:

- Achieve significant insight into the major mistakes that can be made in individual tax and financial planning
- Develop strategies that will assist in not only avoiding mistakes but also in providing the best advice to your clients

Designed For: CPAs who wish to get a deeper insight into the tax law for some common client transactions that many offices have seen, plus some not-so-common client transactions

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: Basic knowledge of individual income taxation



LP10

TOP 10 TAX ISSUES IN DEALING WITH LLCs AND PARTNERSHIPS

Partnerships and LLCs involve unique problems that require careful attention. This course covers selected critical tax issues that practitioners need to know when working with partnerships and limited liability companies, with a focus on planning opportunities and pitfalls.

Major Topics:

- Self-employment tax issues: what you can and cannot do
- Capital accounts: book vs. tax issues
- Determining basis: key issues and technical analysis in calculating basis
- Dealing with debt: recourse, nonrecourse, and why it matters
- Guaranteed payments, distributive shares, and draws: understanding the difference
- Special allocations: flexibility and complexity
- Distributions: cash and property, built-in gain or loss
- Retirement plan issues: planning options
- Basis step-ups: the basic issues
- Hot assets: beware of this complicated tax issue

Learning Objectives:

- Identify and distinguish guaranteed payments, distributive shares, and draws liquidating distributions of cash or property
- Understand the relationship between capital account maintenance and outside basis adjustment
- Define various kinds of partnership liabilities and explain the tax consequences of each
- Be familiar with the results of the case studies that reinforce key learning points

Designed For: CPAs who wish to gain a more in-depth understanding of LLC and partnership tax law

Level of Knowledge: Intermediate

CPE Credits: 8, Taxes

Prerequisite: A basic course in partnership theory or experience in tax compliance or planning for partnerships and LLCs



STTC

TWO-DAY STAFF TAX TRAINING FOR REGULAR C CORPORATION RETURNS

This comprehensive two-day course provides accountants with tax training on closely held C corporations including incorporation issues and procedures, tax accounting periods and methods, multiple corporations, PSCs, PHCs, an introduction to the manufacturers'/producers' deduction, overview of dividends and earnings and profits, fringe benefits, and compensation issues. Regular C corporation taxation, frequently encountered book-tax differences, selected business tax credits, and corporate AMT are covered.

Major Topics:

- Tax-free incorporation procedures under §351, and review of the amortization rules for startup expenditures and organization expenses
- Income and expense items receiving special treatment for tax purposes
- Introduction to employee fringe benefits, pension and profit-sharing plans (including SEPs, SIMPLEs, regular and Roth 401(k)s, HSAs, and cafeteria plans)
- Compensation issues, taxable employee benefits, below-market rate loans, company-owned autos, and unreasonable compensation issues
- How the Affordable Care Act affects tax returns
- The importance of Schedule M-1, and how the return reviewer will focus upon it
- Alternative minimum tax including AMT and ACE adjustments
- Dividend distributions and E&P computation
- Personal service corporations – four special rules
- Multiple corporations – identify brother-sister corporations and apply special rules
- Personal holding company penalty taxes
- Form 4797 – Sale of Assets used in Trade or Business
- Form 8594 reporting requirements when a business is sold -
- Accounting periods and methods available
- The benefits of §1202 and §1244 stock gains and losses
- Overview of the §199 QPAI (Qualified Production Activity Income) Deduction for manufacturers and producers
- Certain tax credits including the AMT credit
- Numerous M1 adjustments in reconciling book income to tax income

Learning Objectives:

- Understand major issues in preparing Form 1120
- Understand the purpose and importance of Schedule M1 and the root of its adjustments
- Understand many fringe benefits available to C corporations

Designed For: Staff desiring more than just simple preparation overview, rather than those wanting to dig into the details for 2 days of comprehensive study of family owned corporations and its owners

Level of Knowledge: Basic

CPE Credits: 16, Taxes

Prerequisite: None



Introducing **Tax Training Courses** Ideal for Every Experience Level

The Surgent Tax Staff Level Training Program provides a series of courses targeted across three levels of experience. This customizable curriculum will help you effectively develop all members of your team with programs geared to just the right experience level. Below are three suggested groupings of courses by level, and all courses are available individually as well.

1ST1

STAFF TRAINING IN TAXATION – LEVEL 1

This course allows participants to easily make the transition from the classroom to the real world. This is a 3-day course totaling 24 hours – 8 hours per day. It is designed for new staff or paraprofessionals entering – or rusty preparers returning to – the work force. The course is a comprehensive study of individual taxation, with an introduction to C corporation and S corporation preparation issues. This course's great reference manual is written in a very practical format and contains many examples and cases to illustrate the most important points new preparers need to be aware of for current tax returns.

As an alternative to three full days of Level 1, you may offer your new staff any of these programs:

- PITR – Preparing Individual Tax Returns for New Staff and Para-Professionals
- PCTR – Preparing C Corporation Tax Returns for New Staff and Para-Professionals
- TFBC – Tax Forms Boot Camp: LLCs, Partnerships, and S Corps

1ST2

STAFF TRAINING IN TAXATION – LEVEL 2

This course is designed to help participants make a smooth transition from individual return preparation to business return preparation. This is a 3 day course totaling 24 hours – 8 hours per day. It provides staff training for tax areas affecting all business entities. Such business tax topics include the sale of assets used in any trade or business (Form 4797), depreciation (Form 4562), compensation issues, fringe benefits, and deductible trade or business deductions vs. nondeductible items (Schedule M1). It begins with a comprehensive study of C corporation business tax issues, and allows the participant to carry issues toward S corporation and partnership returns. This course also contains examples and cases to illustrate what preparers need to be aware of for business income tax returns.

As an alternative to three full days of Level 2, you may offer your new staff any of these programs:

- PLTI – Partnership and LLC Core Tax Issues from Formation Through Liquidation
- SCTI – S Corporation Core Tax Issues from Formation Through Liquidation
- TDAP – Comprehensive Guide to Tax Depreciation, Expensing, and Property Transactions

1ST3

STAFF TRAINING IN TAXATION – LEVEL 3

This course is designed for staff ready for supervision and engagement management. This is a 3 day course totaling 24 hours – 8 hours per day. Coverage includes advanced S corporation detailed case studies and issues, comprehensive coverage and detailed case studies of advanced partnership and LLC tax issues, and an overview of multistate taxation.

As an alternative to three full days of Level 3, you may offer your new staff any of these programs:

- 1041 – Fiduciary Income Tax Returns – Form 1041 Workshop with Filled-In Forms
- GIFT – Federal Estate and Gift Tax Returns Boot Camp
- MFEP – Mastering the Fundamentals of Estate and Gift Tax Planning



Meeting Your State Ethics CPE Requirement

Meeting the ethics CPE requirement can be a challenge, especially if you have staff licensed in different parts of the country. Surgent has you covered with high-quality ethics courses available for most states.

State-specific ethics courses currently available (self-study format, unless noted):

Alaska	New Jersey (live/webinar)
Arizona	New York
Delaware (live and self-study available)	Ohio
Florida	Texas
Mississippi	Washington

State-specific ethics courses anticipated to be available in 2017 (self-study format, unless noted):

Tennessee	Virginia
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States in which Surgent's general ethics courses will qualify:

Surgent offers 2- and 4-hour general ethics and tax ethics courses in live seminar, self-study, and live webinar formats. These courses meet the ethics requirement in the following states, as of the publication of this catalog:

California *	Maine	New Mexico
Colorado **	Maryland	North Carolina
Connecticut	Massachusetts	Oklahoma
Hawaii	Michigan	Oregon
Idaho	Minnesota	Pennsylvania
Iowa	Missouri	Rhode Island
Illinois	Montana	Vermont
Indiana	Nebraska	West Virginia
Kansas	Nevada	
Kentucky	New Hampshire	

Please check with your state board regarding the specific number of hours required in your state.

** Does not include the 2-hour Regulatory Review course that must be taken every 6 years.*

***Does not include the 2-hour CR&R course that is required for new Colorado licensees.*





Personal Development

Webinars

Your staff members need technical training in tax, accounting, and auditing to satisfy mandatory CPE requirements and stay up-to-speed on the latest developments. However, as a full-service CPE provider, Surgent can also provide your firm with a variety of non-technical topics that will round out your CPE hours and help your staff to improve their job performance.

Surgent's lineup of two-hour personal development webinars includes:

- Building Relationships Boot Camp: To Achieve Networking Success, Don't Network! Forge Strong Relationships Instead
- Business Writing: Be Clear, Concise and Convincing
- Business Writing: Enhance Grammar, Style and Tone
- Marketing Mastery Boot Camp: Achieve Ferrari-Type High Performance Marketing on a Fiat Budget
- Business Writing: Master Organization and Email Communication
- Communications and the Collaborative Culture
- Hiring for the Collaborative Culture
- How to Prepare and Present Powerful Presentations
- The Keys to the Success of an Organization
- Increasing Efficiency in the Organization
- The Key to Organizational Success
- Modern Ways to Motivate Employees
- Negotiation Skills
- Organize Your Organization for Success
- Planning in the Collaborative Culture
- Professional Branding Boot Camp: Brand "Yourself" for Career and Business Success

Check out the public webinar schedule for these courses at www.cpenow.com. To sign up a group, or to schedule a private in-firm webinar on one of these topics, contact Surgent's Firm Solutions team at 484-588-4197 or salesinfo@surgent.com.





Flexible Access for Firms

Making CPE as Convenient and Cost-Effective As Possible for Your Firm

It can be incredibly challenging for firm learning directors to pre-determine how many CPE hours each CPA will use during a year, leading too often to firms overbuying and underutilizing CPE hours.

With Surgent's Flexible Access for Firms program, you can avoid this struggle and rest assured that you have the most cost-effective and convenient solution for your firm.

Flexible Access for Firms provides 12 months of firm-wide access to:

Surgent Live Webinars

- Choose from any of our more than 1,200 webinars
- Varying lengths to fit any schedule, including 1-, 2-, 4-, and 8-hour webinars
- No exams (Surgent webinars qualify as live group Internet-based CPE credit through NASBA)

Surgent Self-Study PDFs & Webcasts

- 24/7 access to 200+ downloadable PDFs and on-demand webcasts
- Earn CPE when it's most convenient and access the library as an always-available resource
- Receive instant test results and immediate CPE certificates via email

How Flexible Access Works

1. Select the Right Level of Access

Working with Surgent, Identify your firm's CPE needs and select the right number of CPE Hours.

2. Invite Firm Users

Make your users aware of their new, constantly-accessible CPE by sharing Surgent's calendar and library additions.

3. Track Usage

Access your online Firm Portal to monitor CPE usage across your firm.

4. Achieve CPE Compliance

Your staff will be able to easily access CPE certificates, helping you more effectively ensure compliance.





Introducing Surgent CPA Review

Earn more revenue for your firm by helping your associates become CPAs faster



A CPA Review Program Tailor Made for Today's CPA Candidates

Today's CPA Exam is more challenging than ever. In years past, candidates were advised to study about 150 hours per part. Now, due to the expanded content on the exam, most CPA Review courses suggest that candidates study 250-300 hours per part. Despite this massive increase in preparation time, the average pass rate according to the AICPA is just 50%!

Surgent CPA Review takes a different approach – one that focuses each candidate's study time only on his or her unique areas of need. This approach is enabling students to pass all four parts of the CPA Exam in less than six months.

Surgent CPA Review Stats

- Students who followed our suggested study plan achieved an **89.7% pass rate**
- Students who reached an **80% or higher trending score** in our program achieved a **100% pass rate**
- **80% of these students passed while studying just 95 hours per part**

Surgent CPA Review has all the content candidates need to pass today's rigorous CPA Exam--supported by a truly unique instructional design that makes studying far more efficient and effective:



Customized Study Plans

Our platform automatically assesses each student's strengths and weaknesses, creates a customized study plan, and guides the student toward the specific course materials that pertain to that student's knowledge gaps (while taking AICPA Content Weighting into account).



Focused "Bite-Sized" Lectures

Surgent CPA Review video lectures are short (most just 15-30 minutes) and highly focused--ideal for today's students.



Flexible, Accessible Study Sessions

With Surgent, students may choose study sessions as short as 10 minutes or as long as five hours—and they can access materials from any device, allowing them to work study sessions into any spare time.

Free 3-Day Trial | Course Doesn't Expire Until Candidates Pass | Firm Pricing Options

Learn more at surgentcpareview.com or 484.588.4197



New Surgent Critical Skills Certificate

Excel for Accounting and Finance Professionals

To perform at peak efficiency, CPAs and other accounting and finance professionals truly need to be “power users” of Microsoft Excel. If you have new hires, junior associates, or other professionals whose Excel skills are not yet at that level, this new certificate program is the perfect solution.

Unlike general Excel training, our program was designed explicitly to equip new and junior accounting and finance professionals with the Excel skills they need to perform effectively as working CPAs or in other roles at your firm. The program is comprised of four 2-hour modules that are completely online and on-demand.

Key topics include:

- Mastering Must-Have Skills for Accounting and Finance Roles
- Taking Control of Your Data with Tables and Conditional Summing
- Getting the Most From VLookups and Other Lookup Functions
- Unleashing the Potential of the Pivot Table

Though this is a non-CPE credit program, attendees will receive a mastery certificate upon completion. Learn more at <http://www.cpenow.com/critical-skills-certificate>





To learn more about any of the courses included in this catalog or to discuss your firm's specific needs, please contact our [Firm Solutions Team](#) at 484.588.4197 or salesinfo@surgent.com.