Community Bankers Association of Illinois

Webinar – On-Demand Web Link

Understanding Personal Tax Returns Part 1: Schedules A, B, C & D
Thursday, February 1, 2018
2 - 3:30 p.m.

Despite the outcome of tax reform, determining a self-employed borrower's cash flow is challenging. Tax returns show taxable income. But borrowers don't repay debt with taxable income; they use cash flow. Incorrectly estimating cash flow from a tax return can result in bad loan decisions, causing avoidable losses and missed opportunities. Learn an easy, reliable process to convert a borrower's personal tax return (Form 1040) into a cash flow statement using the free software included with this course. This session is designed for consumer and commercial lenders and \covers the first page of the Form 1040: Schedule A (Itemized Deductions), Schedule B (Interest and Dividend Income), Schedule C (Sole Proprietorship Income), and Schedule D (Capital Gains and Losses). (Note: This method does not follow Fannie, Freddie, or QM rules used in mortgage lending).

HIGHLIGHTS

- Recurring versus nonrecurring income or loss
- Determining cash flow from deposit accounts, stock investments, etc.
- Pass-through interest and dividend income from partnerships and S Corporations
- Hidden income and a hidden expense in Schedule C
- When to accept income from capital gains, installment sales, and other sales

TAKE-AWAY TOOLKIT

- Free copy of Lenders Tax Analyzer© software
- Employee training log
- Quiz you can administer to measure staff learning and a separate answer key

DON'T MISS PART 2! This program is the first of two in a series.

Understanding Personal Tax Returns Part 2: Schedules E & F on Wednesday, February 28, 2018

Attendance verification for CE credits provided upon request.

WHO SHOULD ATTEND?

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

ABOUT THE PRESENTERS

Tim Harrington, CPA, is president of TEAM Resources and has been a financial institution consultant for more than 27 years. Harrington has advised lenders on verifying income from tax returns since 1992, and consults with financial institutions nationwide on issues of strategy, profitability, and board governance. He speaks at nationwide conferences and has presented in Canada, Mexico, Puerto Rico, Jamaica, and the Virgin Islands. Harrington is the author of the popular software, Lenders Tax Analyzer. In addition, his book "Eisenhower on Enlightened Leadership" has been used by management teams nationwide to improve leadership skills. He did his undergraduate studies at Gonzaga University, Spokane, WA, and graduate studies at the University of Washington, Seattle.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

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

2. ON-DEMAND WEB LINK**

Can't attend the live webinar? The ON-DEMAND WEB LINK** is a recording of the live event including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Within five business days following the webinar, you are provided with a web link that can be viewed anytime for the next six months. This link expires six months after the live program date.

3. BOTH LIVE WEBINAR AND ON-DEMAND WEB LINK**

Includes options 1 and 2 above.

NEW! Listen to the on-demand web link on your iPad, iPhone, or Android. Instructions are emailed to you with the on-demand link.

AFFORDABLE TRAINING, WHEN AND WHERE YOU CHOOSE.

Registration Form

Understanding Personal Tax Returns Part 1: Schedules A, B, C & D Telephone/Webcast
Thursday, February 1, 2018 2 - 3:30 p.m.

Choose Your Training Option:

Purchase (Check one)	**Training Options** ***(Registration includes one location hook-up)***	**CBAI Member**	**Prospective-Member***
	Live Webinar	$275	$475
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	Special Pricing for Live Webinar & **On-Demand Link**	$375	$575

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Material Delivery Options

☐ Check here if you are unable to receive your hook-up instructions and materials via the Internet and hard copies will be mailed to you.

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Please note: On-demand link is available five days after the webinar date and expires six months after.