The Bulletin
East Bay Association of Enrolled Agents
To Enhance and Protect the Professional, Economic, and Educational Interests of all Enrolled Agents
October 2007

NEXT MEETING Wed, October 17, 2007
Place: NEW SITE: DUBLIN Radisson Hotel
(goto http://www.radissondestinationguide.com/location
Map.process/OID_EB39EA2D/?hotelCode=CADUBLIN)
4:30 Board Meeting
6:15 Networking
6:45 Dinner Buffet
7:15 Program: “Casualty Loss Review”
Cost: $35.00 with reservation by Friday October 12
$45.00 with reservation after deadline
Signup online at: https://www.123signup.com/calendar?Org=ebaea
Questions: email ebaea@ebaea.org (preferred) or call 800-617-1040.

October Topic: “Casualty Loss Review”
Speaker: Tom Johnston EA, EBAEA President
By Greg Crofton, EA, Program Chair
With the number of recent natural and man-made disasters, a review of the casualty loss rules is very timely. At the beginning of 2007 huge losses were suffered due to freezing resulting in the loss of many of California’s crops. Then fires raged in many areas including Lake Tahoe, where many homes were lost. You may also have clients with property in other areas damaged by floods, hurricanes or tornados. Remembering the challenges of dealing with the complexities of the tax laws after the Oakland Hills fires and the Loma Prieta earthquake, it is timely to review the principles of the tax law as it relates to casualty losses to ensure you are fully prepared to help your clients.

Tom Johnston has been an Enrolled Agent since 1986 and owns a practice in San Ramon specializing in tax returns for individuals, estates and trusts and does representation for his clients.

Tom is a Fellow of the National Tax Practice Institute and a graduate of San Francisco State University with BA and MA degrees. He has completed courses in the Master of Tax Program at Golden Gate University.

Beginning his professional life as a college instructor, Mr. Johnston went on to serve as a building manager for many years. In 2008 Mr. Johnston will celebrate his twenty-fifth anniversary as a tax professional.

Currently serving as EBAEA President, Tom is also a member of the Ethics and Professional Development committee of CSEA. Previously Tom has served on CSEA’s Board of Directors and for EBAEA on the Board of Directors and several committees.

PRESIDENT’S MESSAGE
by Tom Johnston, EA

None of us were prepared for the fury with which the wind whipped the fire across the Oakland Hills, jumping from house to house, devouring each one in its path. When it was over hundreds of homes had been destroyed. Hundreds of our clients had been displaced and lost all but the clothes on their backs. They were devastated and in need of a helping hand. Thanks to CSEA’s Disaster Plan, CSEA arranged for East Bay Chapter to staff a FEMA site in Oakland. Sal Romo, EA remembers calling our members to staff the site. Joanne Anderson, EA remembers how satisfying it was to be able to help the people who came to the site so they could order copies of back tax returns and file amended returns for immediate refunds of taxes to get cash to help them rebuild their lives. Many in our chapter stepped forward to help. Please read the “CSEA Disaster Services” article following and call Janet Bridges, EA to put your name on the call list.

At the invitation of the chapter, Carol Thompson, EA came to the East Bay and presented a Casualty Loss Seminar giving us the benefit of what was learned from the Loma Prieta earthquake and the complexities of
the tax law. In that tradition, I hope you will attend this month's Casualty Loss Review.

In the wake of the Oakland Hills firestorm many of our clients discovered that their insurance companies offered them much less than the cost of replacing their homes. Neighbors got together and presented a united voice to insurance companies that the settlements offered were inadequate and they were successful in getting better settlements. However, all that took time. The time limit for replacing homes was quickly approaching and no rebuilding had begun. Lillian Lea, EA, from East Bay, Carol Thompson, EA, from Mission, and Steve Desdier, EA, from Golden Gate, formed a committee and invited local CPAs to join them in lobbying Congress to change the tax law giving more time for the replacement of destroyed property and relaxing the "like kind" rules for replacing of real and personal property. As a result of their efforts the law was changed for homeowners in a Presidentially declared disaster.

I am grateful for the many who have stepped forward when there was a need. It makes me proud to be a member of an organization where people do what needs to be done to enhance our profession and help us serve our clients.

I began my column with "None of us were prepared..." We never know when disaster will strike. But we can be better prepared. Read the "When Disaster Hits - What Do You Do?" article. Then help your clients by ordering some Disaster brochures from CSEA and put them in with your organizers this year.

*Remember the Legacy and Accept the Opportunity to Serve with Purpose.*

**CSEA DISASTER SERVICES**  
*by Janet Bridges, EA*

The CSEA Public Disaster Service subcommittee (part of PIA) was formed shortly after the 1989 Loma Prieta earthquake to advise and assist the public following natural disasters. It has provided an invaluable service during many Californians' greatest times of need. The committee works as a resource for local chapters.

The CSEA Disaster Services Handbook has many helps for EAs in preparing for a disaster as well as good practice tips. For example: Do you regularly back-up your business records with two sets - one at home and one in your safe deposit box? Do you have a Disaster Plan for your business? Have you eliminated hazards at home and at work? Are bookcases secured to the wall? You may find it helpful to download a copy of the handbook from the CSEA website.

The handbook also has helps for the Chapter in organizing and staffing a FEMA site and in presenting workshops to groups in the community to educate them and help them in coping with the bureaucracies encountered following a disaster.

Volunteering at a FEMA site for a two hour shift involves answering questions and teaching people how to get a copy of their prior tax returns and what they should do immediately. Most taxpayers don't know about filing amended returns to get a refund quickly due to a casualty loss.

Later on the Chapter may conduct workshops for taxpayer groups to explain in greater depth how losses are calculated, what is adjusted basis, and the forms and general rules in taking a casualty loss.

As East Bay's Disaster Services Chair, I would appreciate your calling and volunteering to be placed on the list of people to call to staff a FEMA site for a couple of hours should there be a disaster in our area. Then I will have a few people to call immediately without having to start with the membership list and go down the list. Thanks for your help. Janet Bridges 510-505-0818.

**DISASTER BROCHURE AT CSEA**

An excellent handout for your clients is available from CSEA entitled "Fires, Thefts and Natural Disasters don't always happen to other people! Are your records in order?"

This brochure discusses making a Home Inventory, lists papers to copy or lists to make for your Evacuation Box & safe deposit box, and discusses Business Records you should store outside of your office. The brochures only cost $11 per hundred. Contact CSEA for more information.

**WHEN DISASTER HITS WHAT DO YOU DO?**

1. **Size up the situation.** Make sure you are safe. Are there electrical wires down you could step on. Is something about to fall on you? Are you ok? Is someone else hurt or in need of help? Can you help them or should you get help?

2. **Decide what is the next best thing to do?** Avoid the urge to panic and run. Do what is prudent and safe. Realize that you and your neighbors will not get help from the government immediately. Work with your neighbors and do what you can.

3. **Find the tools you need:**

   - **Light Source.** Hopefully you have a disaster kit with flashlight and extra batteries. Perhaps you have a lantern in your camping stuff that is not buried under rubble. If you use Candles be sure you are away from flammable objects and gas.

   - **Wrench & other tools.** Keep a wrench in a handy place to shut off the gas line. Do you know how to shut off the gas? Do you have a hatchet and saw for firewood?

   - **Radio.** Tune in your battery operated or car radio to the emergency broadcast station to get the information you need.
First Aid Kit. Be sure you have bandages in several sizes, first aid ointment, and blankets. Don't forget a supply of necessary medications and prescriptions.

72 Hour Disaster Kit. You should have emergency food and water for at least 72 hours in a compact kit in your car, home, and office.

Evacuation Box. Get your important papers & records to a safe place. Did you archive your family pictures in a safe place? Have you backed up your client's files to a secure location?

4. Skills. Take classes before disaster strikes in CPR, Heimlich maneuver, and Basic First Aid, i.e. How to stop bleeding, Shock, etc.

Hold a family council and decide who among your relatives and friends who are located away from your area or out of state will be the call person for family members to contact to receive instructions and give their condition and location should they become separated from the rest of the family.

Develop evacuation plans for fire and earthquake and hold periodic drills for the children. Have a disaster plan and assign tasks to everyone in the family.

The American Red Cross has brochures and classes to assist in the above. Food storage and other information are available at www.providentliving.org.

SPECIAL ENROLLMENT EXAM CLASS

Once again, we are offering a SEE prep class for all prospective EAs. Due to the changes made to the EA exam, our format has also changed. There will be nearly one month of class, then a short break to take that part of the exam before the next session starts. It is expected that this method will allow the highest retention of important information and thereby increase your prospects of passing the exam on your first try. The SEE class qualifies for 60 hours of EA and CRTP continuing education. More information is available from the flyer enclosed or by contacting Tom Johnston at (925) 828-4500 or at taxtomea@comcast.net

CSEA DISTINGUISHED SERVICE AWARD

Each year, CSEA selects one person to receive the CSEA Distinguished Service Award. This “provides special recognition for Members who have made significant contributions to the enhancement of the reputation, recognition, or success of CSEA”. This year, CSEA broke with tradition by honoring not one, but two Members who “devoted countless hours to the support of both their Chapter and CSEA”: LONNIE GARY EA and LILLIAN LEE EA. “Countless hours” is right – the consistent, persistent and extraordinarily valuable efforts these two have dedicated to both EBAEA and CSEA is unfathomable. All of us have benefitted and continue to benefit from the critical work they have done over the years (decades). Please do not pass up an opportunity to personally thank them and congratulate them on the receipt of this highest possible public recognition of their efforts.

2007 TAXTALK SCHEDULE ANNOUNCED

by Diane Jaworski-Faulhaber EA, CFP®

The schedule for TaxTalk is basically 8AM-5PM, Wed, Oct. 31st, Thurs. Nov. 1st and Fri. Nov. 2nd. Pricing is $480 for all three days or $189 for any one day, same price for members and non-members this year. The location is the Dublin Radisson Hotel – NOTE the change in venue due to hotel remodeling.

2007 TaxTalk provides 24 CE hours, including 2 hours Ethics and 4 hours California, thereby completely fulfilling IRS and CTEC/CRTP requirements for 2007 continuing education.

Wed. Oct 31st: Karen Brosi on Stock Options (2 hours) and AMT (2 hours); lunch; Vicki Mulak on CA Update (2 hours) and Domestic Partners (2 hours)

Wed. Oct. 31st: 6PM “Tax Talk After Hours” with Joe Calderaro (no CE, but well worth your time)

Thurs. Nov. 1st: Gary McBride and Tom Daley on Federal Update (8 hours)

Fri. Nov 2nd: Art Werner on Estate Planning and Business Issues (6 hours); Ethics Panel (2 hours)

Watch your mailbox for the flyer or go online to register now and ensure you get the earliest discount pricing!

EL CERRITO OFFICE SPACE AVAILABLE

Share office suite with established EA. Great location next to vibrant El Cerrito Plaza, w/ Starbucks, Barnes and Noble, Trader Joes: just one block from EC Plaza BART station, 5 minutes from 80 & 580 freeways, ½ block from Post Office. On-Site parking, utilities and furnishings included. The available private office has natural sunlight, built in shelving, storage and balcony. Current EA is willing to share office assistant on and off tax season. Great location for established EA or EA just starting practice. Possible opportunity to pick up overflow clients! Contact: KeAloha Couch at (510) 558-8060 or kealoha@couchtaxes.com

THE TAX BOOK SPECIAL EBAEA PRICING

by Judy Gilmer, EA

The Tax Book is available to our membership for a discount. The Tax Book people are offering an EA discount on all books and CDs. In addition, when I send in our orders together, we can take advantage of the deepest discount, but they will still mail the books directly to you. On top of all that, for every book and CD purchased, they will donate $5 to the NAEA Scholarship
HELP WANTED – OFFICE ADMIN ASSIST

Established tax office in Hayward is seeking an experienced Office Administrative Assistant. 2 years current experience preferred. This is a part time position in a contemporary and pleasant office environment. Responsibilities include: answering phones, setting up appointments, greeting clients, filing, some data entry, and assembling tax returns. Other duties as assigned. Must be computer literate and have proficiency in Excel and Word. Must be able to Multi-task and be capable of working in a fast paced environment. Must be able to meet deadlines and set priorities. Attention to detail is essential. Good written and oral skills are required.

Please fax a copy of your resume including a cover letter and salary requirements to: Attn: Patty Pringle, EA, Office Manager; Secure Taxes, Incorporated (510) 537-9331.

CLIENTS AVAILABLE

Enrolled Agent who is lightening work load wishes to sell partial client list at favorable terms. Enquiries welcome to Mary at (925) 671-7325.

PREPARING FOR NEXT TAX SEASON

by Duncan Sandiland, EA, etc.

Last month I showed you an exercise to sort your client list by the three criteria most important to you. Hopefully, you took the time to do that exercise, and so you now have two very valuable lists.

The first list is very short, and may be the most important piece of paper in your office. This list contains the three most important characteristics of your ideal client. A client who meets all three criteria is a permanent keeper. A client who fails all three criteria does not belong in your practice. In last month’s exercise, you graded your client list based on the preliminary criteria. When you reviewed the graded list and ranked your clients, you were likely surprised with where some clients ranked. This may have led you to question your results. So, before you go any further, you need to ask yourself one extremely serious question: Am I truly comfortable that I have selected the most important criteria for me and my practice?

Set aside any preconceived notions about what your colleague/neighbor/mentor/the mythical “everyone” thinks is important, and focus on your needs. If you’re not really sure that your list reflects what you want (which may be very different from what you currently have) in your practice, then go back and redraft your three criteria. Repeat this step as necessary.

Now that you’ve got your true criteria, go back through your list and re-grade your clients, then r-sort the list based on the revised scores. Any client who scored 6 or less is at least average or better, and you can ignore them for now. Any client who scored 7, 8 or 9 is below average, and we will focus on these clients now.

The next step is to look at these clients and separate them further into two groups: those who might fit with another EA who has different criteria than yours, and those who are plain old-fashioned pains in the back-side. You already know who some of these clients are, but go through the whole pool to make sure you don’t overlook anyone. Everyone in this second group gets a letter like this:

“I’m sorry to announce that ongoing changes in my personal and professional life have forced me to make substantial changes in my tax practice, and I will not be able to continue as your tax advisor. Should you wish a copy of any tax returns I prepared or any relevant supporting documentation, please contact me with your specific request by (date) and I will provide a copy of my records free of charge. After that date, all your records will be archived and destroyed per government regulations, and any subsequent document request will require prepaid archive retrieval at my then-current rates.” And make sure you send the letters.

“But I can’t afford to fire that many clients.”

Hah! Trust me – you can’t afford NOT to fire them. I’ll tell you why next month.

Now you can go back to the first group, those who might be good clients for another EA. Don’t just fire them or let them drift away. You wouldn’t throw out a valuable collectible without first trying to find a buyer on eBay. Similarly, there are many Chapter members who are starting or growing their practice. They may not have the cash to buy or the ability to absorb a large client base, but your smaller list may be just what they can handle. Come to the dinner meetings, stand up and let others know what you’ve got available. You can also run a free blurb in the Bulletin (see above ad for a fine example). Next month I’ll discuss some...
pricing strategies, both for transferring clients and for the clients you’re keeping.

**NTPI FELLOWS**

Congratulations to Greg Crofton, EA, who has just finished the third year of the National Tax Practice Institute and has been ushered into the hallowed halls of the NTPI Fellows. By the way Greg, now that you’re a whiz at all things dealing with representation, can you help me with a question that came up during a current audit…

A tip of the hat also goes to Members Dmitriy Brodskiy, EA; Diane Jaworski-Faulhaber, EA, etc; Jerilyn Krebs, EA; Debra Parker, EA; and Marjorie Williams-Jones, EA; all of whom completed either Level One or Level Two of the NTPI program.

**S CORP MINISEMINAR**

“Preparing the 1120S—Part 1: Getting in and Staying In” Confused about the nuts and bolts of preparing a basic 1120S, including details on the balance sheet accounts? Come see EBAEA member Andrew Rogers, EA (of Tax Buddha) on Saturday November 3rd, 9 am – 1 pm in Lafayette. 4 hours CPE, $200 at the door, $175 if paid by October 26th. More info on the attached flyer.

**SOLANO/NAPA MINISEMINAR**

See the attached flyer for the miniseminar on Tax-Free Exchanges offered by our neighbors to the north. Get some great info, CE credits, and help them out at the same time!

**HUMOR**

**Investment tips for 2007:**

For all of you with any money left, be aware of the next expected mergers so that you can get in on the ground floor and make some BIG bucks. Watch for these consolidations in 2007:

* Hale Business Systems, Mary Kay Cosmetics, Fuller Brush, and W. R. Grace Co. will become Hale, Mary, Fuller, Grace.

* Polygram Records, Warner Bros., and Zesta Crackers join forces and become Poly, Warner Cracker.

* 3M and Goodyear will become MMMGood.

* Zippo Manufacturing, Audi Motors, Dofasco, and Dakota Mining will become ZipAudiDoDa.

* FedEx is expected to join its competitor, UPS, and become FedUP.

* Fairchild Electronics and Honeywell Computers will become Fairwell Honeychild.

* Grey Poupon and Docker Pants are expected to become Poupon Pants.

* Knotts Berry Farm and the National Organization of Women will become Knott NOW!

If you are truly serious about preparing your child for the future, don't teach him to subtract -- teach him to deduct.  
--- Fran Lebowitz

Somehow the IRS auditor knew it was my first audit. "How could you tell?" I asked. "For this kind of examination, you don't have to undress," she explained.

**CALENDAR OF EVENTS**

*(All 2007 events at the Radisson Hotel, 6680 Regional St, Dublin (925) 828-7750. All 2008 events at the Pleasanton Crowne Plaza Hotel)*

**October 2007**

17 EBAEA Dinner Meeting  
-> “Casually Loss Review” by Tom Johnston

20 SEE Class part 3/1

27 SEE Class part 3/2

31 TaxTalk day 1

**November 2007**

1 TaxTalk day 2

2 TaxTalk day 3

3 SEE Class part 3/3

14 EBAEA Dinner Meeting  
-> “GST/QDOT” by Art Werner

**December 2007**

19 EBAEA Dinner Meeting  
-> “College Funding” by Terry Matzkin

**January 2008**

16 EBAEA Dinner Meeting  
-> “Debt Cancellation” by Ed Sutton

**February 2008**

20 EBAEA Dinner Meeting  
-> FTB Panel with Karen Brosi and Steve Sims

**March 2008**

19 EBAEA Dinner Meeting

**April 2008**

No April meeting – enjoy your nap!

**May 2008**

21 EBAEA Annual Corporate and Dinner Meeting

**June 2008**

18 EBAEA Dinner Meeting
Small Group Tax Meetings

Antioch /Brentwood  Every Fri 8:00am
Brentwood Café, 8500 Brentwood Blvd, Brentwood
Ken Seamann EA  (925) 634-8297

Oakland/Berkeley  3rd Fri, 10:30am
Park Avenue Grill, 4184 Piedmont Ave at Linda, Oakland
Phil Fiegler EA  (510) 530-1174

Danville Area  4th Tues, 9:30am
Pascals French Oven, 155 Railroad Ave, Danville
Michael Power EA  (510) 366-8836

San Ramon  2nd & 4th Fri, 7:30am
Contact Bonnie for location
Bonnie Buhnerkempe EA  (925) 855-0829

Livermore Area  Every Fri 8:45am
Rock House Café on Portola Ave, Livermore
Richard Goudreau EA  (925) 606-6672

Castro Valley  3rd Tues, 8:00am
Carrow's, 2723 Castro Valley Blvd @ Lake Chabot, CV
Dagmar Bedard EA  (510) 537-3883

South Alameda County  1st Wed, 9:30am
Dino’s, 1 block W of I-880 on Industrial Blvd, Hayward
Sal Romo EA or Walt Thomas EA  (510) 487-1691

2007 - 2008 Board of Directors and Committee Chairs
Web Page http://www.ebaea.org

President: Thomas Johnston EA  925-828-4500
1st VP: Walter Nygaard EA, etc  510-547-0440
2nd VP: Peggy Hall EA  925-388-1040
Treasurer: Tim Hintzoglou EA  925-930-7737
Secretary: Don Wayne EA  925-472-0990
Past Pres: Bonnie Buhnerkempe EA, etc  925-855-0829

Director 2007-2008:
    Philip Fiegler EA  510-530-1174
    Barbara Sparks EA  925-634-8630
    Greg Crofton EA  925-218-2301

Director 2007-2009:
    Dagmar Bedard EA  510-537-3883
    Lonnie Gary EA, USTCP  650-559-5124
    Ravi Sundarraj EA  925-984-1219

CSEA Directors: Walter Nygaard EA  510-547-0440
    Peggy Hall EA  925-388-1040

IRS Practitioner Panel: Phil Fiegler EA  510-530-1174

Communication Committee, (2nd VP)
Chair: Walter Nygaard EA  510-547-0440
Membership: Barbara Sparks EA  925-634-8630
    Judy Gilmer EA  925-373-1468
Outreach: (vacant)
Public Affairs: Dagmar Bedard EA  510-537-3883
Social Affairs: Janet Bridges EA  510-505-0818
Business Preservation: Linda Fox EA  925-846-5913

Disaster Services: Janet Bridges EA  510-505-0818

Education Committee, (1st VP)
Chair: Peggy Hall EA  925-388-1040
Inter-chapter Liaison: (vacant)
Tax Talk: Diane Jaworski-Faulhaber EA  925-538-0948
    Charleen Daefield EA  925-872-4075
Program: Greg Crofton EA  925-218-2301
Scholarship: Norm Madge EA  510-489-8713
Continuing Ed: Joanne Anderson EA  925-938-9086
Town Hall: Ravi Sundarraj EA  925-984-1219
SEE Class: Thomas Johnston EA  925-828-4500
Mini Seminar Team: (vacant)

Administration Committee (IPP)
Chair: Bonnie Buhnerkempe EA, etc  925-855-0829
Financial Review: Lonnie Gary EA  650-559-5124
Bylaws/SOP: Walt Thomas EA  510-487-1691
Budget & Finance: Walt Thomas EA  510-725-8356
Chapter Off.: Bonnie Buhnerkempe EA  925-855-0829
Legislative Affairs: Kim Kastl EA  510-537-2122
Nominating: Bonnie Buhnerkempe EA  925-855-0829
Strategic Advisory:
    Bulletin: Duncan Sandiland EA  925-691-1040
    Tax Agency Liaison:

EAST BAY ASSOCIATION OF ENROLLED AGENTS
POBox 23125
Pleasant Hill, CA  94523
(800) 617-1040  fax (925) 465-7474
e-mail:  ebaea@ebaea.org
2007 SPECIAL ENROLLMENT EXAM PREPARATION CLASSES

Presented By
EAST BAY ASSOCIATION OF ENROLLED AGENTS

Part 3 -- Representation, Practice, Procedures  Dates: Oct 20, 27, Nov 3
CPE 18 hrs  Take exam on Part 3.

Time: Saturdays 9:00 AM to 4:00 PM (Lunch is on your own)
Location: Crowne Plaza Hotel, 11950 Dublin Canyon Road,
Pleasanton CA 94588
Instructors: Richard Goudreau, EA, Gerald Pusateri, EA, Sal Romo, EA

Class Fees:
$225 for all classes

Text Books are included in class fee

Register online at:  www.123signup.com/calendar?Org=ebaea

Information: Tom Johnston at 925-828-4500 or taxtomea@comcast.net

Scholarships: Norm Madge at 408-398-5737 or normmadge@earthlink.net

To apply for Enrollment:  www.irs.gov/taxpros/agents

To schedule exam:  www.prometric.com/irs
October 19, 2007, 9am to 1pm

Tax Free Exchanges
Is It Tax free? Is It An Exchange?
Here’s How To Make It Work.

Presenter: Alma Guenther, EA

For more information contact: Alma Guenther, 707-643-2226 or almaea@pacbell.net

Jack & Linda’s Country Cafe
2390 N Texas Street
Fairfield, CA 94533
(707) 425-1442
Continental Breakfast Included

Deadline: Friday Oct 12

Price: $85   Early or $90 after 10/12

Registration Form
Name: ______________________________
Address: __________________________
____________________________
Tel: ________________________________
Fax: ______________________________
Email: _____________________________
EA/CTEC# __________________________

Credit Card:  MC   Visa   Am Exp
Card #: ____________________________
Exp Date: __________________________
Signature: __________________________
Name on Card ________________________

Mail or fax form to:
Alma Guenther, EA   Fax: (707) 643-2222
715 Tennessee Street, Vallejo, CA 94590
Seminar:
Preparing the 1120S--Part 1: Getting In and Staying In

A practical introduction to the preparation of the Form 1120S—what you need to know to prepare a return for a new “S” Corporation.

Saturday, November 3rd
Lafayette, near the BART station
9 am – 1 pm

4 hours CPE on “S” Corporations, sponsored by CSTC

We will cover details on how to prepare the 1120S return, specifically:

Getting In:
• Who may become an “S” Corporation and who should not incorporate.
• Sole Proprietor: Section 351 Tax-Free Exchange, with examples
• Conversions from other entities, including the Built-In Gains (BIG) Tax

Staying In:
• Officer Compensation issues
• Reporting Auto Expenses when vehicle is used personally by a > 2% owner
• Health Insurance issues for > 2% owners
• Annual requirements to maintain “S” Corp status
• Preparing Schedules L, M-1 and M-2 (the Balance Sheet Schedules), and how to repair.

$200 at the door, $175 if paid by October 26
(CSTC Members: $175 at the door, $150 if paid by October 26)

Andrew S Rogers, E.A. presents training seminars for the IRS with the EDD, for the US SBA, and the Women’s Initiative for Self Employment, among others. Andrew works for Tax Buddha™ and has specialized in preparing corporate and business returns since 1999.

NAME AS IT APPEARS ON CARD ____________________________ PHONE NUMBER _______________________
ADDRESS ____________________________________________ SUITE ____________________________
CITY ____________________________ STATE ______ Zip _________________
CREDIT CARD □ MASTERCARD □ VISA □ THREE DIGIT CVC NUMBER (CUSTOMER VERIFICATION CODE NUMBER) ____________
CARD NUMBER ____________________________ EXPIRATION DATE _______ /
CUSTOMER SIGNATURE ____________________________________ DATE _______________________

FAX TO 510.237.5045 ANDY@TAXBUDDHA.COM
2007 Income Tax Compliance & Planning
Release Date: 12/15/07

1040 Deluxe Edition
Income Tax Compliance & Planning
Release Date: 12/15/07

Small Business Edition
Small Business, Estates & Trusts
Release Date: 12/15/07

Deluxe Edition
1040, Small Business, Estates & Trusts
Release Date: 12/15/07

All States Edition
Individual Tax Returns for All States
Release Date: 2/2/08

Toll Free: 866-919-5277 • www.thetaxbook.com

For Discounts mention code: 205
Order by mail, online or phone!

8.0% to 12.4%
No Tax
10,000 to 20,000
$28 – $42

6.0% to 9.5%
No Tax
20,001 to 50,000
$42 – $63

9.0% to 16.4%
No Tax
50,001 to 100,000
$63 – $104

11.0% to 19.5%
No Tax
100,001 to 200,000
$104 – $187

13.0% to 23.8%
No Tax
200,001 to 400,000
$187 – $377

15.0% to 33.8%
No Tax
400,001 to Unlimited
$377 – $710

$25,000

$180,000

866-919-5277 • www.thetaxbook.com

$25,500

$156,400

$25,000

$156,400

$195,500

$1,100

$5.75%

55,000

5.55%

$55,000

6.80%

$55,000

7.1%

$97,925

78,200

7,000

Michigan

$195,500

$7,825

$25,000

$77,101

$64,251

$34,970

$35%

11,790

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%

15%
CSEA East Bay Chapter
DISCOUNT CODE: Q521
Your association receives a donation for each product purchased under this special discount code—and you receive a discounted price on every product! Prices and donation amounts are listed on order form.

QUICKFINDER HANDBOOKS

1040 Quickfinder Handbook
The Original Quickfinder! Covers all aspects of preparing a 1040 return.
FREE—Personal Income Tax Organizer and Deduction Finder®!

Small Business Quickfinder Handbook
The first-stop resource for preparing tax returns for every type of small business—partnerships and corporations—plus estate, trusts and tax-exempt organizations. Forms 1065, 1120, 1120S, 1041, 706, 709, 990.

All States Quickfinder Handbook
Complete summary of each state’s part-year and nonresident instructions for individual tax returns, with over 500 pages of easy-to-find tabs—eliminates hours spent downloading out-of-state instructions online!

Accounting and Bookkeeping Quickfinder Handbook
Designed for tax professionals! Create the accounting records needed to prepare tax returns and conquer clients’ accounting challenges.

Depreciation Quickfinder Handbook
The only guide you need to deal with depreciation—quick answers to all your depreciation and business property questions. If you have business clients, we’ll save you time and headaches!

Tax Planning for Businesses Quickfinder Handbook
Stay up to speed on new business tax saving strategies and leverage changing tax rules to your clients’ advantage with this new Handbook! Tax planning tips will save tax dollars at every stage of a business operation.

Tax Planning for Individuals Quickfinder Handbook
Income, estate and gift tax planning for individuals, with strategies to reduce individual clients’ federal tax burdens. Tables, charts, examples, 1040 Tax Planning Roadmap!

OTHER QUICKFINDER PRODUCTS

Package QF-X for Individual Returns
Package QF-X for Business Returns
More than 300 pages each of logically organized IRS forms and instructions, spiral bound for easy copying. Tabs are also provided for ease of use.

Quickfinder Tax Tips Newsletter
A monthly newsletter full of fast, accurate tax and financial planning information. Includes briefings of important tax developments, practice management tips, and Q&As based on actual customer questions.

Tax Tables for Individuals
Tax Tables for Businesses
Durable, laminated fold-out tools with the Quickfinder tables and charts you use most often, right at your fingertips!

For complete description of each product, including a tab-by-tab listing of Handbook contents, please visit Quickfinder.com.

QUICKFINDER SELF-STUDY CPE COURSES

Handbook-Based CPE
Meet your CPE and training requirements based on the Quickfinder Handbooks you own and use every day—and now all Handbooks have a related self-study CPE course available! Each course qualifies for 8 hours of CPE. Related Handbook is an integral part of course material.

Standalone CPE
Ethics and Responsibilities of Tax Professionals (DERT)
2 hours CPE
Addresses amended IRS Circular 230 regulations on written tax advice—including email! Meets the 2-hour ethics course requirement for EAs! (CPAs, please consult your state’s requirements to determine if our course qualifies in your state.)

Income Tax Training Courses
30 hours CPE each
• Basic Income Tax Preparation for Individuals (DBIT)
• Comprehensive Income Tax Preparation for Individuals (DCIT)
• How to Prepare Small Business Income Tax Returns (DBTT)

For more CPE information, including complete course descriptions, learning objectives, and NASBA disclosure, call 800-510-8997 or visit Quickfinder.com/cpe.

The RIA Federal Tax Handbook is the most authoritative, accurate and easy-to-use paperback reference for day-to-day tax questions. This edition of this essential tool is the most extensive ever—containing answers to hundreds of tax questions plus guidance on the latest tax topics and changes.

ORDER INSTRUCTIONS

Every Quickfinder purchase you make earns money for your association! See donation amounts listed below!

• See association order form for pricing, s&h, sales tax, and more.

• We will be placing one group order to benefit from the best group pricing. All orders must be received by Dec. 1, 2007. Make checks payable to Quickfinder.

• Orders must be faxed to (925) 736-3853, or mailed to:
  Quickfinder
  c/o EBAEA–Diann Gross
  11828 Dublin Blvd., Ste. P.
  Dublin, CA 94568-2380
**Increased Donation Amount**

Every Quickfinder purchase you make earns money for your association! See donation amounts listed below!

We will be placing one group order to benefit from the best group pricing. All orders must be received by Dec. 1, 2007. Make checks payable to Quickfinder.

Orders must be faxed to (925) 736-3853, or mailed to:
Quickfinder
c/o EBAEA–Diann Gross
11828 Dublin Blvd., Ste. P
Dublin, CA 94568-2380

<table>
<thead>
<tr>
<th>Product</th>
<th>Qty</th>
<th>Reg.</th>
<th>Assoc.</th>
<th>Donation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Quickfinder Handbooks (Print or CD):</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax Planning for Individuals • 1040</td>
<td>1</td>
<td>$42</td>
<td>$40</td>
<td>$5.00 ea</td>
</tr>
<tr>
<td>Tax Planning for Businesses • Small Business • Depreciation • Accounting and Bookkeeping • NEW! Individuals—Special Tax Situations</td>
<td>21+</td>
<td>$36</td>
<td>$33</td>
<td></td>
</tr>
<tr>
<td><strong>Group Price</strong></td>
<td></td>
<td></td>
<td></td>
<td>$5.00 ea</td>
</tr>
<tr>
<td><strong>All States Quickfinder Handbook (Print or CD)</strong></td>
<td>1</td>
<td>$76</td>
<td>$71</td>
<td>$5.00 ea</td>
</tr>
<tr>
<td>2 – 10</td>
<td>$72</td>
<td>$67</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11 – 20</td>
<td>$68</td>
<td>$63</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21+</td>
<td>$63</td>
<td>$58</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Group Price</strong></td>
<td></td>
<td></td>
<td></td>
<td>$5.00 ea</td>
</tr>
<tr>
<td><strong>Package QF-X (Individuals or Businesses)</strong></td>
<td>Each</td>
<td>$12</td>
<td>$9</td>
<td>$1.00 ea</td>
</tr>
<tr>
<td><strong>Tax Tables (Individuals or Businesses)</strong></td>
<td>Each</td>
<td>$12</td>
<td>$9</td>
<td>$1.00 ea</td>
</tr>
<tr>
<td><strong>Quickfinder Tax Tips Newsletter</strong></td>
<td>1 yr/12 iss.</td>
<td>$99</td>
<td>$45</td>
<td>$5.00 ea</td>
</tr>
<tr>
<td><strong>Handbook-Based Self-Study CPE</strong></td>
<td>Per course</td>
<td>$22</td>
<td>$19</td>
<td>$2.00 ea</td>
</tr>
<tr>
<td><strong>Ethics Self-Study CPE</strong></td>
<td>Per course</td>
<td>$22</td>
<td>$19</td>
<td>$2.00 ea</td>
</tr>
<tr>
<td><strong>Tax Training CPE (DBIT, DCIT, DBTT)</strong></td>
<td>Per course</td>
<td>$99</td>
<td>$89</td>
<td>$5.00 ea</td>
</tr>
<tr>
<td><strong>Federal Tax Handbook</strong></td>
<td>1-40</td>
<td>$64.75</td>
<td>$43.85</td>
<td>$5.00 ea</td>
</tr>
<tr>
<td><strong>NEW! 2006 &amp; Spring 2007 Tax Acts Guide</strong></td>
<td>$49</td>
<td>$45</td>
<td></td>
<td>$5.00 ea</td>
</tr>
<tr>
<td><strong>NEW! Client Quick Reference Tax &amp; Wealth Schedules</strong></td>
<td>Each (sold in sets of 5)</td>
<td>$12</td>
<td>$11</td>
<td>$1.00 ea</td>
</tr>
<tr>
<td><strong>NEW! Quickfinder Wall Calendar</strong></td>
<td>Each</td>
<td>$10</td>
<td>$9</td>
<td>$1.00 ea</td>
</tr>
</tbody>
</table>

**Questions about ordering? Call us toll-free at 800-510-8997!**