



BOSTON TAX INSTITUTE, LTD.

201 OLD FARM ROAD
MILTON, MA 02186-3739

(617) 698 - 1833
FAX (617) 696 - 7577 FAX
Internet: www.bostontaxinstitute.com
E-mail: glucienp@aol.com



LUCIEN P. GAUTHIER
President

May 9, 2017

GROUPING FOR PURPOSES OF SS 469 & 1411
REAL ESTATE PROFESSIONALS FOR SS 469 & 1411
FINAL REPAIR/CAPITALIZATION/DISPOSITION REGULATIONS

Dear Practitioner:

The purpose of this letter is to announce our 2017 Spring Program! All of our seminars are designed to qualify for CPE credit under rules promulgated by the New England and NJ State Boards of Public Accountancy, and the Return Preparer Office in Washington, D.C. (federal tax seminars only). All of our 1-day seminars run from 9 a.m. - 5 p.m. (8:30 a.m. for registration, coffee, and pastry), are priced at \$225 each, and are designed to help you obtain and retain your best closely-held business and individual clients. As a special inducement to register with us this spring, you can obtain 24 or 40 hours of CPE credit by registering for any three 1-day seminars for only \$525 or for any five 1-day seminars for only \$825, respectively. Please note that any grouping of 3 or 5 registrants qualifies for the reduced fees, that Estate & Distribution Planning for Retirement Benefits on June 2nd is specially priced at \$240, that our ½ day seminars are priced at \$165 each, and that two ½ day seminars on the same day are priced at \$250 (not \$330). Also, please note that the 2017 FASB/SSARS/SAS Update and Compilation & Review qualify for the 80 hour requirement for Yellow Book. If you register for the 2017 FASB/SSARS/SAS Update or Compilation & Review, please add \$36 to your registration fee to cover the extra cost of the extensive manual.

We have added several new seminars to our curriculum this spring: a 1-day seminar entitled Multistate Taxation led by Inez M. Mello, MBA; a 1-day seminar entitled Current Estate Planning Techniques in Waltham led by John Discenza, Esq; a ½ day seminar entitled Accounting and Tax Aspects of Condo Associations led by Thomas P. Foley II, CPA, MBA; a ½ day seminar entitled Section 338 (h)(10) & S Corps led by Damien G. Falato, CPA, MST, CGMA; a ½ day seminar entitled Offers in Compromise led by David Klemm, Esq., CPA; a ½ day seminar entitled Current Estate Planning Techniques for the Medium and Large Estate in W. Springfield led by John Discenza, Esq.; a ½ day seminar entitled Creative Retirement Plans for Small Businesses led by Larry Starr, CLU, EA, MBA; a ½ day seminar entitled Tax Aspects of Acquiring, Operating, and Disposing of a Real Estate Investment led by Philip A. Mann, CPA; and a ½ day seminar entitled Federal & MA Employment Rules for Small Businesses led by Julie Carroll, HR Director at Total HR Solutions.

This Spring, we are offering a 1/2 day seminar entitled Accounting Ethics (9:00am-12:30pm) which is intended to qualify for 4 credit hours of instruction on Ethics. Also, we are offering a 1/2 day seminar on Preparer Penalties/Circular 230/Form 8275 (9:00am-12:30pm) which is intended to qualify for 4 credit hours of instruction on Ethics (including Enrolled Agents and Registered Tax Return Preparers) and includes a discussion of the final regulations on preparer penalties, final regulations on Circular 230, and Form 8275. This seminar is a must for anybody preparing and signing federal income tax returns!

We are delighted that the 2017 FASB/SSARS/SAS Update will be led by Steven Fustolo, CPA on 6/6 in Wakefield, 6/7 in Waltham, and 9/21 in Portland, and by Prof. John A. Armstrong, CPA on 6/1 in W. Springfield, 6/15 in Randolph, and 6/22 in Marlboro and that John A. Armstrong will be presenting Compilation & Review on 6/27 in Randolph.

Seminars will be presented at the following locations:

1. Hyatt house, Waltham, MA, 54 Fourth Avenue – Exit 27A off of Route 128
2. Comfort Inn, Randolph, MA, 1374 North Main Street – Exit 5A off of Route 128
3. Lakeside Inn, Wakefield, MA, 595 North Avenue – Exit 39 off of Route 128
4. Holiday Inn, Marlboro, MA - 265 Lakeside Avenue - Exit 24A (Route 20) off of Route I-495
5. Clarion Hotel & Conference Center, W. Springfield, MA, 1080 Riverdale Street at I-91 – Exit 4 off of the MA Pike
6. Fireside Inn, Portland, ME - 81 Riverside Street - Exit 48 off of Route 95

Page 2 lists our dates and locations, pages 3 - 6 list our seminar descriptions, page 7 contains a List of Faculty, and page 8 has a Registration Form. All of our seminars have been updated to reflect recent tax legislation, and all of them come with a money-back guarantee in the unlikely event that you are dissatisfied with the presentation. We expect our 2017 Spring Program to be very heavily attended, so please register early and avoid being closed out!

**PLEASE RETAIN THIS BROCHURE
FOR FUTURE REFERENCE**

**SINCERELY,
LUCIEN P. GAUTHIER, ESQ., CPA**

MAY/JUNE/AUGUST/SEPTEMBER 2017

Monday May 29	Tuesday May 30	Wednesday May 31	Thursday June 1	Friday June 2
MEMORIAL DAY	NO SEMINARS	NO SEMINARS	<p align="center">June 1</p> <p>IRS Audit/Appeals Conference Hyatt house, Waltham</p> <p>2017 FASB/SSARS/SAS Update Add \$36 for Extensive Manual Clarion Hotel, W. Springfield</p>	<p align="center">June 2</p> <p>Estate Planning for Retirement Benef with Natalie Choate, Esq. Specially priced at \$240 Hyatt house, Waltham</p> <p>GROUPING for Sec. 469 & 1411 ½ Day \$165 9:00am-12:30pm Lakeside Inn, Wakefield</p> <p>Real Estate Professionals for 469& 1411 ½ Day \$165 1:30pm-5:00pm Lakeside Inn, Wakefield</p>
<p align="center">June 5</p> <p>THE IC-DISC ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Federal & State R&D Credits ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p>	<p align="center">June 6</p> <p>FBAR/FATCA ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Passive Foreign Investment Cos. ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>Basic Estate Planning Hyatt house, Waltham</p> <p>2017 FASB/SSARS/SAS Update Add \$36 for Extensive Manual Lakeside Inn, Wakefield</p> <p>Preparer Penalties/Cir 230/Form 8275 ½ Day \$165 9:00am-12:30pm Holiday Inn, Marlboro</p> <p>Taxpayer Penalty Relief ½ Day \$165 1:30pm-5:00pm Holiday Inn, Marlboro</p>	<p align="center">June 7</p> <p>2017 FASB/SSARS/SAS Update Add \$36 for Extensive Manual Hyatt house, Waltham</p> <p>GROUPING for Sec. 469 & 1411 ½ Day \$165 9:00am-12:30pm Clarion Hotel, W. Springfield</p> <p>Real Estate Professionals for 469& 1411 ½ Day \$165 1:30pm-5:00pm Clarion Hotel, W. Springfield</p>	<p align="center">June 8</p> <p>Business Valuation Issues ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Acct & Tax Aspects of Condo Assoc ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>Complete Liquidations ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Sale of Personal Goodwill ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>Forms 706/M-706/709 Prep W/S Lakeside Inn, Wakefield</p> <p>Final Repair/Capitalization Regs Holiday Inn, Marlboro</p>	<p align="center">June 9</p> <p>Business Succession Planning ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Long Term Care Planning ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>GROUPING for Sec. 469 & 1411 ½ Day \$165 9:00am-12:30pm Comfort Inn, Randolph</p> <p>Real Estate Professionals for 469& 1411 ½ Day \$165 1:30pm-5:00pm Comfort Inn, Randolph</p> <p>Multistate Taxation/Inez Mello Clarion Hotel, W. Springfield</p>
<p align="center">June 12</p> <p>Changing Domicile for MA Tax ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Mass Sales & Use Taxes ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p>	<p align="center">June 13</p> <p>Tax Planning for Retirement Hyatt house, Waltham</p> <p>Strategic Tax Planning Holiday Inn, Marlboro</p>	<p align="center">June 14</p> <p>Medicaid Planning Hyatt house, Waltham</p> <p>Strategies for College Hyatt house, Waltham</p> <p>Purchase & Sale of a Business Holiday Inn, Marlboro</p> <p>Economic Nexus & Comb Reporting Lakeside Inn, Wakefield</p>	<p align="center">June 15</p> <p>Tax Aspects of Divorce Hyatt house, Waltham</p> <p>Employment Rules for Small Bus. ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Taxpayer Penalty Relief ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>2017 FASB/SSARS/SAS Update Add \$36 for Extensive Manual Comfort Inn, Randolph</p>	<p align="center">June 16</p> <p>Section 338(h)(10) & S Corps ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Acq, Operation & Disp of a Bldg. ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>Current Tax Developments/NTL Comfort Inn, Randolph</p> <p>Multistate Taxation/Inez Mello Holiday Inn, Marlboro</p>
<p align="center">June 19</p> <p>Fed Income Tax of Real Estate Hyatt house, Waltham</p>	<p align="center">June 20</p> <p>MA Taxes in Review Hyatt house, Waltham</p> <p>Preparer Penalties/Cir 230/Form 8275 ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Offers in Compromise ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>NH Tax of Businesses & Owners Lakeside Inn, Wakefield</p> <p>Accounting Ethics ½ Day \$165 9:00am-12:30pm Holiday Inn, Marlboro</p> <p>Social Security ½ Day \$165 1:30pm-5:00pm Holiday Inn, Marlboro</p>	<p align="center">June 21</p> <p>Partnerships, Partners & LLCs Hyatt house, Waltham</p> <p>International Corp Tax Compliance Hyatt house, Waltham</p> <p>Purchase & Sale of a Corporate Bus. Clarion Hotel, W. Springfield</p> <p>Accounting Ethics ½ Day \$165 9:00am-12:30pm Lakeside Inn, Wakefield</p> <p>Social Security ½ Day \$165 1:30pm-5:00pm Lakeside Inn, Wakefield</p>	<p align="center">June 22</p> <p>Current Estate Planning Techniques Hyatt house, Waltham</p> <p>Strategic Tax Planning Hyatt house, Waltham</p> <p>2017 FASB/SSARS/SAS Update Add \$36 for Extensive Manual Holiday Inn, Marlboro</p> <p>Accounting Ethics ½ Day \$165 9:00am-12:30pm Comfort Inn, Randolph</p> <p>Social Security ½ Day \$165 1:30pm-5:00pm Comfort Inn, Randolph</p>	<p align="center">June 23</p> <p>GROUPING for Sec. 469 & 1411 ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Real Estate Professionals for 469& 1411 ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p> <p>Multistate Taxation/Inez Mello Comfort Inn, Randolph</p> <p>Accounting Ethics ½ Day \$165 9:00am-12:30pm Hyatt house, Waltham</p> <p>Social Security ½ Day \$165 1:30pm-5:00pm Hyatt house, Waltham</p>
<p align="center">June 26</p> <p>New Fed Uniform Guidance for NFPs Hyatt house, Waltham</p> <p>Current Tax Developments/NTL Holiday Inn, Marlboro</p> <p>Current Estate Planning Techniques ½ Day \$165 9:00am-12:30pm Clarion Hotel, W. Springfield</p> <p>Creative Retirement Plan Sm Business ½ Day \$165 1:30pm-5:00pm Clarion Hotel, W. Springfield</p>	<p align="center">June 27</p> <p>Final Repair/Capitalization Regs Hyatt house, Waltham</p> <p>Compilation & Review Please add \$36 for Extensive Manual Comfort Inn, Randolph</p> <p>Current Tax Developments/NTL Lakeside Inn, Wakefield</p>	<p align="center">June 28</p> <p>Sp Probs of S Corps & No/Low Wages Hyatt house, Waltham</p>	<p align="center">June 29</p> <p>Purchase & Sale of a Corporate Bus. Hyatt house, Waltham</p>	<p align="center">June 30</p> <p>Current Tax Developments/NTL Hyatt house, Waltham</p>
		<p align="center">Aug. 23</p> <p>Multistate Taxation/Inez Mello 8:30 AM Fireside Inn, Portland</p>	<p align="center">Aug. 24</p> <p>Final Repair/Capitalization Regs 8:30 AM Fireside Inn, Portland</p>	<p align="center">Aug. 25</p>
<p align="center">Aug. 28</p>	<p align="center">Aug. 29</p> <p>Strategic Tax Planning 8:30 AM Fireside Inn, Portland</p>	<p align="center">Aug. 30</p> <p>Current Tax Developments/NTL 8:30 AM Fireside Inn, Portland</p>	<p align="center">Aug. 31</p> <p>Strategies for College 8:30 AM Fireside Inn, Portland</p>	<p align="center">Sept. 1</p>
<p align="center">Sept. 18</p>	<p align="center">Sept. 19</p> <p>Sp Probs of S Corps & No/Low Wages 8:30 AM Fireside Inn, Portland</p>	<p align="center">Sept. 20</p> <p>Retirement Plans for Small Business ½ Day \$165 8:30am-12:00pm Fireside Inn, Portland ME</p> <p>Social Security ½ Day \$165 1:00pm-4:30pm Fireside Inn, Portland ME</p>	<p align="center">Sept. 21</p> <p>2017 FASB/SSARS/SAS Update Add \$36 for Extensive Manual 8:30 AM Fireside Inn, Portland</p>	<p align="center">Sept. 22</p>

BOSTON TAX INSTITUTE, LTD. SEMINAR DESCRIPTIONS
I. FEDERAL INCOME TAXATION OF CORPORATIONS & SHAREHOLDERS

1. **STRATEGIC TAX PLANNING** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed discussion of our finest strategic tax planning ideas in areas such as S corporations; sale of a personal goodwill; unreasonable compensation; accumulated earnings; personal service corporations and qualified personal service corporations; methods of accounting; the tax treatment of passive activities for purposes of sections 469 and 1411; deductible interest; independent contractors; discounts in valuing closely-held stock; abatement of taxpayer penalties using First Time Abate Administrative Waiver and U.S. v. Boyle; avoidance of preparer penalties; and much more. **(6/13, 6/22, 8/29 ME)**
2. **SPECIAL PROBLEMS OF S CORPORATIONS & NO/LOW WAGES** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include an analysis of the built-in gains tax including case law developments; a review of final regulations on the definition of passive investment income for purposes of SS 1375 and 1362(d)(3); highlights of recent tax legislation regarding S corporations including a permanent five calendar year waiting period for built-in gains; no/low wages from S corporations; reimbursement of office in the home expenses of employee-shareholders; a reconsideration of C vs. S in light of recent and anticipated tax legislation; a review of issues raised by IRS in recent audits of S corporations by SB/SE and LB&I; and much more. **(6/28, 9/19 ME)**
3. **COMPLETE LIQUIDATIONS** is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include the tax treatment at the corporation and shareholder levels of distributions in complete liquidation of S and C corporations under sections 331, 332, 334, 336, 337, and 338; and much more. **(6/8 AM)**
4. **SALE OF PERSONAL GOODWILL (PGW) AS A TAX PLANNING TOOL** is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include a discussion of decided tax cases involving PGW and the factual prerequisites necessary for its application; the potential application of the concept of PGW in a variety of contexts including the sale of assets by a C corporation; potential applicability of S1411; applicability of Form 8594; possible disclosure of issues on Form 8275 at the corporation and/or shareholder levels; and much more. **(6/8 PM)**
5. **PURCHASE & SALE OF A CORPORATE BUSINESS** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include factors to consider in the purchase and sale of a corporate business; the principle methods of disposing of a business; disposition of C/S corporation assets or stock including the sale of S stock to a purchasing corporation which makes a section 338(h)(10) election; tax consequences to buyer/seller; allocation of consideration and information reporting on Form 8594 by buyers and sellers under section 1060; a review of section 197 on the amortization of intangibles such as goodwill, customer lists, and covenants not to compete; a discussion of the Norwalk, Frontier Chevrolet, Bemidji, Muskat, and Recovery Group, Inc. cases; and much more. **(6/14, 6/21, 6/29)**

II. ESTATE, LONG TERM CARE, MEDICAID, BUSINESS SUCCESSION & RETIREMENT PLANNING

6. **ESTATE & DISTRIBUTION PLANNING FOR RETIREMENT BENEFITS** is a 1-day seminar (8 credits) led by Natalie Choate, Esq. Morning: basics such as minimum distributions, estate planning case studies (minors, special needs, second marriage, "portability"), and naming a trust as beneficiary. Afternoon: special topics such as Roth IRAs, inherited IRAs (including cleanup strategies), charitable giving with benefits, and pre-age 59 1/2 distributions. Throughout: new developments such as proposals to kill the stretch; growing hazard of alternative investments; aging boomers, and much more. **This seminar is specially priced at \$240. (6/2)**
7. **BASIC ESTATE PLANNING FOR ACCOUNTANTS & THEIR CLIENTS** is a 1-day seminar (8 credits) led by Steven Cohen, Esq. Topics include the essentials of estate planning for accountants and their clients such as the effect of different forms of property ownership; the probate process and its avoidance; the importance of a proper will; trusts in estate plans, powers of appointment, choice of trustee and the liability which you undertake if you serve as trustee; use of trustee certificates to transfer real estate to a trust; homestead protection; property tax exemptions and trusts; durable powers of attorney; living wills and health care proxies; nominee realty trusts; basic federal and state estate tax planning considerations including the gift tax annual exclusion and marital deduction; changes made by recent tax legislation; and much more. **(6/6)**
8. **FORM 706, M-706, & 709 PREPARATION WORKSHOP** is a 1-day seminar (8 credits) led by Robert Stewart, Esq. Preparation of Form 706 includes filing requirements; definition of gross estate; valuation; alternate valuation; property in which the decedent had an interest; transfers with retained life estate; annuities; joint interests; proceeds of life insurance; definition of taxable estate; deductions for expenses, debts, and taxes; marital deduction; and unified credit. Preparation of Form M-706 includes the basic form and the interrelationship with the federal estate tax return; the use of the 1999 Form 706 in determining the MA estate tax; differences between current and 1999 laws which impact M-706 preparation; uses of certain deductions and elections for MA purposes, such as expense deductions and alternate valuation, when no federal return is required, and lien releases. Preparation of Form 709 includes filing requirements; the recently revised format of the return; transfers subject to gift tax and the impact of generation skipping taxes; definition of taxable gifts; exclusion; requirement to file new Form 8971; and much more. **(6/8)**
9. **CURRENT ESTATE PLANNING TECHNIQUES** is a 1-day seminar (8 credits) led by John Discenza, Esq. Topics include planning for clients with moderate and large estates after the American Taxpayer Relief Act of 2012 including the use of the gift and estate tax marital deductions and two death planning, federal and state; forms of marital deduction including the QTIP trust; life insurance planning including irrevocable insurance trusts; other irrevocable trusts for estate tax savings; gifting techniques including the use of family limited partnerships and nominee trusts for real estate; estate freezing including business freezes, GRITS, GRATS, GRUTS, and personal residence trusts; problems with closely-held businesses, including S corporation stock and QSSTs; disclaimers; planning for the non-citizen spouse; highlights of the new MA Uniform Probate Code; requirement to file new Form 8971; and much more. **(6/22)**
10. **CURRENT ESTATE PLANNING TECHNIQUES FOR THE MEDIUM AND LARGE ESTATE** is a ½ day seminar (4 credits) led by John Discenza, Esq. in W. Springfield. Topics include maximizing federal and Massachusetts estate tax reduction while minimizing dependence upon complicated trust instruments; use of a "hybrid" marital deduction plan with post-mortem elections by surviving spouse; trustee options for both capable and incapable surviving spouses and descendants; reallocation of assets between spouses to prepare for optimizing estate tax reduction; uses for irrevocable trusts in the estate tax reduction framework; techniques to sever the Massachusetts estate tax nexus of clients moving to estate tax free jurisdictions; and much more. **(6/26 AM)**
11. **BUSINESS SUCCESSION PLANNING** is a ½ day seminar (4 credits) led by Jay Pabian, Esq., CPA and Lynn O'Brien, Esq. More people work for privately-held family-owned businesses than work for publicly traded companies or the government. Less than 1/3 of these businesses survive their founder. Half of those that survive fail within ten years of the founder's death. Learn how to cure family business mortality. Some businesses have one owner. Others have multiple owners. Some owners have their children actively involved with plans to succeed them. Others do not. Learn how the conventional wisdom frequently is not the most cost effective or tax efficient way to buy, sell, or transfer ownership or management. Every purchase and sale has three parties: a buyer, seller, and government. Similarly, every family transfer also has three parties: a parent, child, and government. With a well thought out plan, the succession need not be accomplished on an emergency basis, and the business owner is provided with the opportunity to control the outcome of his or her business. Jay and Lynn will show you how to maximize the benefits to all of the family members while at the same time minimizing the taxes owed to the government. They also will help you to motivate your business clients to plan by reviewing some case studies and discussing concepts, strategies, and structures such as buy-sell agreements, stock bonus plans, employee stock ownership plans, and gifting. **(6/9 AM)**
12. **LONG TERM CARE (LTC) PLANNING FOR ACCOUNTANTS AND THEIR CLIENTS** is a ½ day seminar (4 credits) led by David Keefe, III. Twenty-three percent of LTC is paid for out of pocket at typical costs of \$90,000+ per year in MA. The objectives of this seminar are to obtain a thorough understanding of the topic relative to personal finances and retirement planning decisions – what long term care is, how long it lasts, how much it costs, when government programs (Medicare, Medicaid, VA) pay, and how long term care insurance works; proper LTC insurance policy design, and how policies that look the same may differ; how to review a policy; how to protect against premium increases, and what to do if this happens; pension protection provisions regarding LTC; personal and business deductibility; state incentives to purchase LTC insurance; and much more. **(6/9 PM)**
13. **MEDICAID PLANNING FOR ADVISORS AND THEIR CLIENTS** is a 1-day seminar (8 credits) led by Steven Cohen, Esq. Topics include a detailed analysis of the Medicaid transfer rules; the Division of Medical Assistance's newest regulations and decisions; how to preserve assets; the risk to the primary residence; the use of trusts – revocable and irrevocable; liens and estate recovery; the basic rules of Medicaid eligibility; strategies for protecting the spouse of a nursing home resident; and trusts for the benefit of disabled children. The seminar also includes a discussion of Medicare benefits; durable powers of attorney; health care proxies; guardianship; and much more. **(6/14)**
14. **CREATIVE RETIREMENT PLANS FOR SMALL BUSINESSES** is a ½ day seminar (4 credits) led by Larry Starr, FLMI, CLU, CEBS, ChFC, CPC, EA, ATA, QPFC, MBA, an author of the AICPA text The CPA's Guide to Retirement Plans for Small Businesses and frequent national lecturer and author of many professional journal articles. This is not your same old basic retirement plans course; this is a selected review and discussion of topics in creative plan design for your clients; how you can differentiate yourself from the usual stuff that is out there. We're going to show the creative things that benefit your clients that you did not think you could do (but are completely acceptable if you know how). We are going to destroy some of the prevailing myths that are out there that artificially restrict what you think you can do for your clients. This is the true (and often misquoted) "thinking outside the nine dots". Come and prepare to be challenged in what you think you already know *that just is not so!* **(6/26 PM)**

15. TAX PLANNING STRATEGIES FOR RETIREMENT is a 1-day seminar (8 credits) led by Jeffrey West, CFP, MBA. Topics include how plans work and what best fits employer profiles. Having the right plan design is key to creating a successful qualified retirement plan. Plan design strategies to maximize employer contributions while minimizing employee contributions will be explored as well as integrating retirement planning with business continuation and estate planning. Topics also include qualified plan choices including the latest defined contribution plan changes including cross-tested and hybrid 401(k) plans. Defined benefit plan designs including the new cash balance defined benefit plans which generally require much smaller contributions for the employees. Also covered will be S 412(e)(3) defined benefit plans for the successful business owner interested in contributing amounts much larger than traditional defined benefit plan limits. We also will explore eligibility, participation, vesting, and how to exclude many employees. Distribution planning will be addressed including investment alternatives which guarantee lifetime retirement income. 401(k) Planning – the list of alternatives available in administration and funding continues to grow, from the basic safe harbor plan to all of the bells and whistles. **(6/13)**

16. RETIREMENT PLANS FOR SMALL BUSINESSES is a ½ day seminar (4 credits) led by Jeffrey West, CFP, MBA. Topics include an overview of the most popular small business retirement plan solutions together with practical real world case studies to help accountants gain a better understanding of which plans are appropriate based on the small business owner's financial objectives. Plans to be discussed include SEPs, SIMPLE, Solo K as well as various versions of 401(k), 403(b), Profit Sharing, and Defined Benefit combo plans. We also will provide a brief overview of some of the new DOL fee disclosure requirements imposed on your clients who sponsor a qualified retirement plan and some best practices for better plan management. You also will learn about some of the latest investment trends now available in the marketplace; and much more. **(9/20 AM in ME)**

III. OTHER TAX SEMINARS

17. CURRENT TAX DEVELOPMENTS / NEW TAX LEGISLATION a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include a discussion of recent Supreme Court, Court of Appeals, Tax Court, and other important judicial decisions and administrative pronouncements (regulations, revenue rulings, revenue procedures, notices, etc.) on issues such as the permitted use of the cash method; customer deposits; one year spread for taxpayer favorable adjustments; section 481 adjustments; tax year rules for S corporations and PSCs; unreasonable compensation; accumulated earnings; conversion to S; built-in gains; no/low wages from S corporations; reimbursement of office in the home expenses of employee-shareholders; personal goodwill; allocation to and amortization of covenants not to compete; passive activity losses; grouping; real estate professionals; late elections to aggregate; conservation easements; contemporaneous written acknowledgments; qualified residence interest; AMT; the 3.8% tax on NII; IRS audits; backup withholding; section 530 relief; taxpayer penalty relief including First Time Abate Administrative Waiver; preparer penalties; anticipated tax legislation; and much more. **(6/16, 6/26, 6/27, 6/30, 8/30 ME)**

18. GROUPING FOR PURPOSES OF SECTIONS 469 & 1411 is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. The proper grouping of activities can be extremely important for purposes of both sections 469 and 1411 (the 3.8 tax on NII). Topics include a detailed analysis of the rules for grouping that are contained in Reg. 1.469-4 and all of the judicial decisions and administrative pronouncements involving grouping including: Eugene B. Glick, Stephen A. Gregg, Sidney C. Shaw, Vincent S. Sciabica, Eugene J. Schumacher, Tony R. Carlos, Leroy Candelaria, TAM 200747018, Carlos A. Senra, CCA 201411025, Scott Wesley Williams, Jose A. Lamas, Roy E. Stanley, and TAM 201634022; the application of grouping for purposes of sections 469, 1411 and 1.1411-4(g)(6); Rev. Proc. 2010-13 regarding the requirement to report new groupings and additions to existing groupings for tax years beginning on or after 1/25/2010; the difference between grouping under Reg. 1.469-4 and aggregation under Reg. 1.469-9 and a special chart depicting these differences; the use of Form 8275 to disclose issues involving grouping; and much more. **(6/2 AM, 6/7 AM, 6/9 AM, 6/23 AM)**

19. TAX TREATMENT OF REAL ESTATE PROFESSIONALS FOR PURPOSES OF SECTIONS 469 & 1411 is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed analysis of section 469(c)(7), Reg. 1.469-9, and several cases involving the requirements which have to be met in order to qualify as a real estate professional (REP) including a discussion of the election under Reg. 1.469-9(g) to aggregate rental real estate activities and Rev. Proc. 2011-34 that allows this election to be made on an amended return for a prior taxable year and its effect on PAL carryovers and prior and subsequent dispositions of property; the consequences of REP status for purposes of section 1411; and much more. **(6/2 PM, 6/7 PM, 6/9 PM, 6/23 PM)**

20. HOW TO HANDLE AN IRS AUDIT / APPEALS CONFERENCE is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics in the morning include the technical and practical aspects of representing a client on examination including audits under the Service's MSSP Program and by LB&I; the taxpayer's objectives in the audit process, tactics in dealing with an examining agent, and strategies for closing the case; technical considerations in handling a case including the burden of proof, applicable statute of limitations, and statutory interest; penalties to avoid in the audit process including the 20% taxpayer accuracy-related penalty, preparer penalties, and violations of Circular 230; how to negotiate a settlement at the agent level; minimizing the risk of audit in filing claims for refund; and techniques for managing tax risk in the planning process. Topics in the afternoon include factors in determining whether to appeal; how to write a "Protest"; conference procedure in docketed and nondocketed cases; settlement practice and procedure including the types of settlements and the hazards-of-litigation standard. Various cases will be discussed. **(6/1)**

21. PREPARER PENALTIES / CIRCULAR 230 / FORM 8275 is a ½ day seminar (4 credits on Ethics) led by Lucien Gauthier, Esq., CPA on 6/6 in Marlboro and by David Klemm, Esq., CPA on 6/20 in Waltham. Topics include a detailed discussion of federal preparer penalties in section 6694(a) and (b) and Final Regs. Sec. 1.6694-1 to 1.6694-4; Disclosure Statement (Form 8275) and Regulation Disclosure Statement (Form 8275-R); rules applicable to practitioner conduct under Circular 230 as promulgated by the Office of Professional Responsibility (OPR); MA preparer penalties (Section 35C); ethics rules promulgated by the MA Board of Public Accountancy governing accounting and tax practice which incorporate the AICPA Rules of Professional Conduct including SSTSS; and much more. This seminar is a must for anybody preparing and signing federal income tax returns! **(6/6 AM, 6/20 AM)**

22. TAXPAYER PENALTY RELIEF is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed discussion of how to obtain penalty relief for taxpayers using the "advice" exception or the "disability" exception in U.S. v. Robert W. Boyle (Sup. Ct. 01/09/85) as applied in subsequent court decisions such as William O. Harrison, Jr., Estate of Kwang Lee, and Recovery Group, Inc. in the context of the 20% taxpayer accuracy-related penalty under S 6662, the late filing penalty under S 6651(a)(1), and other penalties; the use of the First Time Abate Administrative Waiver to obtain abatement of late file, late pay, and late deposits penalties; the hierarchy of preparation and advice standards, the use of Form 8275 (Disclosure Statement) to avoid taxpayer and preparer penalties, and taxpayer penalty relief as described in the IRS Penalty Handbook also will be discussed. **(6/6 PM, 6/15 PM)**

23. OFFERS IN COMPROMISE is a ½ day seminar (4 credits) led by David Klemm, Esq., CPA. Topics include the IRC provisions dealing with tax collection activities and the Collection division's procedures; the Service's Offer and Compromise Handbook; preparation and processing of offers in compromise; installment agreements; innocent spouse provisions including pre-assessment and post-assessment strategies; bankruptcy as a tax planning device; discussion of an actual case through the collection process; and much more. **(6/20 PM)**

24. TAX & FINANCIAL ASPECTS OF DIVORCE is a 1-day seminar (8 credits) led by Peter Birkholz, MST. Topics include an overview of services to provide to the divorcing community as well as an analysis of the statutory provisions and case law with respect to alimony, child support, transfers of property incident to divorce, filing status, dependency exemptions, itemized/standard deduction, earned income credit, child tax credit, education credits, treatment of the principle residence under S 121, home mortgage interest deduction, phantom income from divorce settlements, QDRO's in qualified plans, and rules on "innocent spouse" relief in section 6015. Worksheets for the financial aspects of divorce and helpful hints in serving divorcing clients will be discussed. **(6/15)**

25. FINAL REPAIR/CAPITALIZATION/DISPOSITION REGULATIONS is a 1-day seminar (8 credits) led by Peter Birkholz, MST. The final regulations, promulgated on 09/19/13 and effective for tax years beginning on or after 01/01/14 regarding amounts paid to acquire, produce, or improve tangible property will be examined in detail; examination of the tools available to expense certain building improvement expenditures, determining when it is permissible to expense and when it is not, the ordering rules for which tools precede other tools, and when to elect one of the five safe harbor expense methods after applying the rules requiring capitalization; a list of elections will be provided and explained, as well as a summary of examples in the crucial area of capitalization (betterments and restorations); penalties for noncompliance and how to avoid them. The final regulations which were promulgated on 08/18/14 and effective for tax years beginning 01/01/14 regarding the partial disposition election under Section 168 and the methodology for determining the cost associated with a portion of an asset and how to make the election will be discussed; and much more. **(6/8, 6/27, 8/24 ME)**

26. TAX ASPECTS OF ACQUIRING, OPERATING, AND DISPOSING OF A REAL ESTATE INVESTMENT is a ½ day seminar (4 credits) led by Philip Mann, CPA. The overall tax impact of a real estate investment is determined based on the structure of the transaction when the investment is acquired, the utilization of various depreciation methods employed, the amount of expenditures capitalized and expensed over the life of the investment, and finally the strategies used to dispose of an investment. Tax planning on the initial acquisition of a real estate investment often takes a back seat to financing the transaction but can play as an important role in the overall economic success of the investment. This seminar will provide an overview to help taxpayers minimize land values and maximize depreciable asset values, analyze what types of depreciation methods can be utilized to minimize income taxes and how to structure the transaction to maximize the current and future tax benefits. The Path Act has created a myriad of choices for taxpayers to make relating to depreciation including qualified improvement property (QIP), expanded use of code section 179 relating to real property, and bonus depreciation among others. The seminar will sort through the complexities of the Path Act and provide tax saving strategies for the taxpayer. The final Tangible Property Regulations have and will continue to have a significant tax impact on how taxpayers account for on-going expenditures over the life of the real estate investment. A substantial amount of the seminar will be devoted to the types of expenditures that can be expensed in the year they are incurred and those that need to be capitalized and depreciated. The new de minimis amount of \$2,500 provides substantial on-going and future tax benefits, and examples will be provided to help taxpayers maximize the benefits. The seminar also will provide examples of how to properly identify and write-off disposed and replaced assets. Finally the seminar will provide various tax strategies to be employed when contemplating the disposal of a real estate investment. Some of the strategies to be discussed will include Section 1031 exchanges, the write-off of disposed assets to avoid depreciation recapture, and planning for stepped-up assets in an estate. **(6/16 PM)**

- 27. FEDERAL INCOME TAXATION OF REAL ESTATE** is a 1-day seminar (8 credits) led by Cory Bilodeau, Esq. Topics include a discussion about the importance of basis and adjusted basis, holding period, and classification of real estate; choice of entity for real estate owners, investors and developers and the tax implications of owning real estate in various entity types including LLCs and corporations; special tax issues for real estate including an update on 1031 exchanges and the current trends in exchanging, tax planning for real estate developers in order to achieve long-term capital gain, cancellation of indebtedness, installment sales, and involuntary conversions; investing in real estate through self-directed IRAs; a discussion about the most recent court decisions affecting real estate owners; and other tax topics and planning strategies that are relevant to real estate owners, and much more. **(6/19)**
- 28. PARTNERSHIPS, PARTNERS & LLCs** is a 1-day seminar (8 credits) led by Prof. Joseph Newpol, Esq. Topics include current developments under Subchapter K; formation of partnerships under S 721; allocation of partnership liabilities under S 752; allocation of profits and losses under S 704 (including allocations under S 704(c) attributable to assets whose values have increased or decreased prior to contribution); taxation under S 707 attributable to partnership payments to partners (including guaranteed payments under S 707(c)); taxation under S 731 attributable to liquidating and non-liquidating distributions by partnerships; taxation under S 736 attributable to partnership distributions to retiring partners or deceased partners; taxation under S 741 attributable to sale of partner's equity interest in a partnership (including installment sales or situations where the underlying partnership holds hot assets under S 751); and positive adjustments (if S 754 election is in effect) and negative adjustments (mandatory or if S 754 election is in effect) to inside basis attributable to partnership assets. Also covered will be current developments regarding LLCs treated as partnerships; check-the-box regulations; self-employment tax imposed upon members of an LLC treated as a partnership; state taxation of multi-member LLCs; automatic classification change to partnership; tax consequences under Rev. Rul. 99-5 if the status of an LLC changes to partnership; elective (Form 8832) classification change to partnership; IRS regulations on treatment of changes in elective entity; mergers of LLC with another LLC or other entities (corporation, limited partnership and general partnership); conversion (by statute) of LLC into other entities or vice versa; recalculation of values under S 704(c) if an LLC merges into another partnership; pitfalls if an LLC is treated as an S corporation; and more. **(6/21)**
- 29. BUSINESS VALUATION ISSUES** is a ½ day seminar (4 credits) led by Stephen Bravo, ASA, CBA, CPA/ABV/PFS, CFP, MST. This course will cover valuation issues confronting business appraisers and attorneys relying on appraisers' financial analysis. A full spectrum of issues will be covered, including but not limited to: foundational underpinnings of business valuation, how courts interpret and apply standard of value issues to specific fact patterns, proper use of the single year capitalization of cash flows method, proper use of the multi-year discounted cash flows method, understand the equity discount rate – there are currently 20+ ways to compute it - where the data comes from - what it means - how to use it in equity cash flows – how to use it in invested capital cash flows, understand long term growth - how it is derived – how it impacts value, learn how future cash flows are present valued, understand the Gordon growth model, learn when and how to use market transactions, learn how publicly traded company market data should be used, when the net asset value method should and should not be used, compute excess working capital and non-operating assets - that increase values derived from income and market methods, discuss Kessler v. MRI, analyze the Kessler tax metric – learn how some try to circumvent its use, discuss Bernier v. Bernier, discuss other Massachusetts cases, learn more about valuing S corporations - taxable income versus S corporation distributions – how S corporation distributions affect value depending on if a minority interest or control interest is being valued, discuss Massachusetts double dip cases – and their implications in settlement discussions, interactive Q&A, and lots of take-home material for future use. **(6/8 AM)**
- 30. THE IC-DISC AND HOW IT APPLIES TO MANY OF YOUR CLIENTS** is a ½ day seminar (4 credits) led by Paul Ferreira, CPA who manages 100+ IC-DISCs. Topics include the legislative history of the IC-DISC; IRS requirements to be treated as an IC-DISC; the implementation and corporate structuring of the IC-DISC; calculation of the lucrative federal income tax savings; methods available to calculate the federal income tax savings including marginal costing and the special no-loss rules; filing requirements; sales and services that qualify for the IC-DISC that many practitioners overlook; time to ask questions about how the IC-DISC can apply to your specific clients; and much more. **(6/5 AM)**
- 31. FEDERAL & STATE R & D CREDITS** is a ½ day seminar (4 credits) led by partners from Tax Point Advisors, Inc. Topics include the significant changes to the Federal R&D program enacted into law in December, 2015 and earlier in the year. An important 2016 change to the MA state credit also will be presented. The Federal changes include making the credit a permanent part of the tax code, a permanent offset to alternative minimum tax for certain taxpayers, and enactment of a brand new payroll tax offset for certain taxpayers. The qualification requirements for these new provisions will be discussed, as well the mechanics of applying them to taxpayers' returns. Dozens of industries which previously did not qualify for R&D credits can now file for these tax benefits, and this seminar pays special attention to small and mid-size companies across a wide range of qualifying industries, examining how and why these companies now can qualify, as well as the credit calculation, typical credit results, the R&D tax credit study process, and also the most current audit issues and areas of IRS focus in R&D examinations. **(6/5 PM)**
- 32. ACCOUNTING AND TAX ASPECTS OF CONDOMINIUMS** is a ½ day seminar (4 credits) led by Thomas Foley II, CPA, MBA. Topics include a general overview of current financial statement presentation and form including required reporting for major repairs and replacements together with Massachusetts General Law section 183A reporting requirements for condominiums organized in Massachusetts; and a general discussion of income taxation of condominiums which will include a comparison of using Form 1120 versus Form 1120-H. **(6/08 PM)**
- 33. SECTION 338(h)(10) & S CORPORATIONS** is a ½ day seminar (4 credits) led by Damien Falato, CPA, MST focusing on IRC 338(h)(10) elections, with an emphasis on S corporations. Topics include a basic overview of the election, reasons to and not to elect, what transactions qualify for the election, treatment of specific asset types and liabilities, treatment of built-in-gain, installment sales, and non-participating owners, compliance requirements, when to utilize the parallel IRC section 336 rules, and state specific issues for multi-state filings. **(6/16 AM)**
- 34. FBAR (FINCEN 114) & FATCA (FORM 8938)** is a ½ day seminar (4 credits) led by Kenneth Vacovec, Esq. Topics include a detailed discussion of the requirements to file FinCen 114 with respect to certain foreign financial accounts and the harsh penalties for failing to do so, including a discussion of recent cases; the requirements to report specified foreign financial assets on Form 8938 as required by section 6038D and applicable regulations including a discussion of penalties and interpretive issues such as whether real estate which is located in a foreign country is a specified foreign financial asset; reporting retirement plans that are located outside of the U.S.; and much more. **(6/6 AM)**
- 35. PASSIVE FOREIGN INVESTMENT COMPANIES (PFICs)** is a ½ day seminar (4 credits) led by Kenneth Vacovec, Esq. Topics include an overview of the PFIC rules; determining PFIC status; PFIC stock ownership and attribution rules; the excess distribution regime; making the QEF election; income inclusions under the QEF regime; deferral of tax payments; the mark-to-market election; purging the PFIC taint, with a special emphasis on the PFIC distribution calculation; reporting on Form 8621 and the instructions; the treatment of PFICs under Regs. 1.1411-10 after 12/31/12 for purposes of the 3.8% tax on net investment income; and much more. **(6/6 PM)**
- 36. INTERNATIONAL CORPORATE TAX COMPLIANCE** is a 1-day seminar (8 credits) led by Kenneth Vacovec, Esq. Topics include the proper preparation of Forms 926-transfers to foreign corporations, 1118-foreign tax credit, 1120F-foreign corporation income tax return, 5471-US owned foreign corporation, 5472-foreign owned US corporation, 8621-passive foreign investment company (PFIC), 8802-residency certificate, 8832-entity classification, 8865-US owned foreign partnership, 8938-specified foreign asset entity reporting, 1042/1042S-US tax withholding, W-8BEN-treaty benefit claim, W-8IMY-flow-through/branch withholding, W-8ECI-effectively connected income, Foreign Bank Account Reporting (FBAR); and more. The seminar also will include a discussion of tax issues related to corporations operating internationally: source of income, residence of the business entity, foreign tax credits; controlled foreign corporations and subpart F income, tax treaties, and related topics. **(6/21)**
- 37. CHANGING DOMICILE FOR MA INCOME & ESTATE TAX PURPOSES** is a ½ day seminar (4 credits) led by Philip Dardeno, CPA, MST. Topics include a discussion of the law of Domicile and the state tax benefits and risks associated with changing domicile; the indicia of domicile; the difference between domicile and residence; the 183 day rule in MA; a discussion of recent domicile cases; the audit process involving domicile; appealing an adverse domicile determination; and much more. **(6/12 AM)**
- 38. MASSACHUSETTS SALES & USE TAXATION** is a ½ day seminar (4 credits) led by Philip Dardeno, CPA, MST. Topics include an in-depth analysis of the MA sales/use tax including the concepts of sale, sale at retail, sale price, tangible personal property, telecommunication services, purchaser, vendor, and engaged in business in MA; applicable exemptions including non-profits, sales for resale, manufacturing, R & D, and casual sales and other exemptions; sales/use taxation of E-Commerce; out-of-state contractor rules; responsible person rules; revised small business sales tax exemption for energy purchases; downloaded software rules; incentives for the motion picture industry; MA adoption of the Sales and Use Tax Administration Act; and much more. **(6/12 PM)**
- 39. MASSACHUSETTS TAXES IN REVIEW** is a 1-day seminar (8 credits) led by Philip Dardeno, CPA, MST. Topics include a review of newly enacted tax legislation (corporate tax reform provisions including unitary combined reporting for multistate corporations and changes to the business entity classification rules); recent judicial decisions; recent administrative pronouncements including DOR's non-resident income tax regulation; a thorough review of Massachusetts tax practice and procedure including audit, assessment, abatement and appeal (including dispute resolution) and collection (liens, levies, seizures, and offers in compromise); and much more. **(6/20)**

40. **MULTISTATE TAXATION** is a 1-day seminar (8 credits) led by Inez Mello, CPA, MBA. Topics include **Part 1: The Changing Face of Nexus:** Public Law 86-272 determines when a multi-state business is subject to state income taxes. When the law does not apply, states have taken various actions to fill the void such as: adopt a “doing business” standard for determining whether in-state activities create nexus for income tax purposes (regardless of a physical presence); adopt “economic nexus” standards based on the amount of income or sales derived from sources within the state; adopt “factor presence” standards, under which income tax nexus exists if in-state sales exceed a specified threshold; taxes NOT affected by Public Law 86-272: franchise taxes, net worth taxes, gross receipt taxes, sales taxes (i.e. those taxes that are classified as non-net income taxes). **Part 2: Multistate Apportionment:** RI Legislation enacted in June 2014 established; mandatory unitary combined reporting; single sales factor apportionment; market-based sourcing for tax years beginning on or after January 1, 2015; attendees will gain an understanding of how sales must be apportioned to the states; market-based sourcing vs. cost-of-performance; in-depth discussion of UDITPA; explain how business income is apportioned among the states; discuss how non-business income is allocated among the states; throwback sales vs. throw-out sales. **(6/9, 6/16, 6/23, 8/23 ME)**
41. **NEXUS, MARKET-BASED SOURCING & COMBINED REPORTING** is a 1-day seminar (8 credits) led by Maurice Gilbert, CPA, MST. The morning session addresses Nexus and Market-Based Sourcing for Sales Apportionment. Approximately 40 states have moved from the physical presence standard they previously applied to determine income tax nexus creating a need to re-examine a business’ filing requirements in any state where the business has some activity. These states have adopted some form of an economic presence standard in the income tax area while maintaining a physical presence standard for purposes of sales & use taxes. To add to the complexity for filing state income taxes, 16 states changed their apportionment sourcing rules in the area of sales, other than the sale of tangible personal property – a trend that will likely continue. The requirements in both the nexus standard and the sourcing rules are not consistent among the states creating planning opportunities and pitfalls for taxpayers. Our seminar will address these trends and analyze where the requirements fall within the New England States. Combined reporting for unitary businesses is the topic during the afternoon session. New Hampshire’s combined reporting for unitary businesses is mandatory for purposes of the Business Profits Tax and applies to proprietorships, partnerships, single-member and multi-member limited liability companies, trusts and corporations conducting business activity within New Hampshire. Issues to be addressed include New Hampshire’s unique application of the concept to incorporated and unincorporated businesses; the multi-state nexus requirement; the composition of the water’s edge group; the ownership, unity of use & unity of operation requirements; a review of the required tax form and potential planning opportunities. **(6/14)**
42. **NEW HAMPSHIRE TAXATION OF BUSINESSES AND THEIR OWNERS** is a 1-day seminar (8 credits) led by Maurice Gilbert, CPA, MST. Topics include the three major taxes affecting businesses and their owners in NH: the Business Enterprise Tax (BET), the Business Profits Tax (BPT), and the Interest & Dividends Tax (I&D). Topics involving the BET will include an overview of the components of the enterprise value tax base and the apportionment provisions for the BET. With respect to the BPT, topics include the nexus standard, definitions of business organization and business activity, the additions and deductions to federal taxable income including a *brief overview* of reasonable compensation and the combined reporting requirements for unitary businesses (our instructors offer two separate ½ day seminars which examine in detail the NH Compensation Deduction and the combined reporting requirements). The I & D segment of the seminar will include a review of the provisions relating to distributions from partnerships and limited liability companies and the importance of the definition of “transferrable interests” in determining the taxability of distributions. Statutory conversions of corporations to limited liability companies and changes to the statute regarding the elimination of trust as taxpayers and trust distributions from the definition of dividend provide planning opportunities. The seminar also will discuss the status of any 2017 NH tax changes that may impact businesses and their owners. **(6/20)**

IV. ACCOUNTING AND AUDITING SEMINARS

43. **2017 FASB / SSARS & SAS UPDATE & REVIEW** is a 1-day seminar (8 credits including 2 credits on Ethics) led by Steven Fustolo, CPA on 6/6 in Wakefield, 6/7 in Waltham, and 9/21 in Portland, ME; and by Prof. John Armstrong, CPA on 6/1 in W. Springfield, 6/15 in Randolph, and on 6/22 in Marlboro. Topics include new SSARS No. 22 and 23, a review of implementation issues relating to SSARS No. 21 standard, ASU 2016-02 – new lease standard, ASU 2016-01 – new financial instruments standards, new credit losses standard, Amendments to the new revenue standard including gross v. net presentation, GAAP changes to inventory valuation, presentation of deferred income taxes, review of recent changes to going concern, fraud update, private company changes, auditing standards update, and much more. **If you register for this seminar, please add \$36 to your registration fee to cover the extra cost of the FASB manual. Qualifies for the 80 hour requirement for Yellow Book. (6/1, 6/6, 6/7, 6/15, 6/22, 9/21 ME)**
44. **ADVANCED ISSUES - COMPILATION & REVIEW** is a 1-day seminar (8 credits) led by Prof. John Armstrong, CPA. This seminar focuses on when to issue a compilation or review report. Topics include differentiating between a trial balance and a financial statement, reporting on tax returns used as financial statements, reporting on financial statements generated as a result of write-up work, “plain” paper financial statements, and recent developments in compilation and review including the recent Compilation and Review Alerts; the discussion also will include modifications to the standard report because of departures from GAAP, accounting changes, and going concern and scope limitations; reporting on OCOBA and personal financial statements will be reviewed; and much more. **If you register for this seminar, please add \$36 to your registration fee to cover the extra cost of the extensive manual. Qualifies for the 80 hour requirement for Yellow Book. (6/27)**
45. **ACCOUNTING ETHICS** is a ½ day seminar (4 credits on Ethics) led by Michael Pakaluk, Ph.D., author of the widely-used textbook *Accounting Ethics*, Senior Research Consultant for Audit Analytics, and Professor of Ethics at the Busch School of Business and Economics at The Catholic University of America in Washington, DC. What are most important considerations of accounting ethics, especially for someone in private practice, practicing in a small firm or as a sole proprietor? The seminar answers that question by focusing each year on a different special topic. After reviewing the AICPA Code of Professional Conduct, we will look at both a high-profile case from 2014 involving a public company and cases taken from private practice. The seminar is a good mix of the conceptual and the concrete. Vigorous discussion is encouraged and fostered. This seminar received rave reviews in 2016! **(6/19 AM, 6/20 AM, 6/21 AM, 6/22 AM, 6/23 AM)**
46. **IMPLEMENTATION OF THE NEW FEDERAL UNIFORM GUIDANCE FOR NFPs** (Financial Reporting for Not for Profits in Accordance with Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance)) is a 1-day seminar (8 credits) led by Nancy E. Kelly, CPA, MST who specializes in the NFP area. Topics include an overview of the compliance requirements and an analysis of all of the changes so that by the end of the day you will be able to efficiently implement these changes and understand the challenges and reporting required by these new standards. Case studies and examples of updated audit reports will be provided. **This seminar qualifies for 8 credit hours of instruction on yellow book. (6/26)**

V. OTHER SEMINAR OFFERINGS

47. **SOCIAL SECURITY** is a ½ day seminar (4 credits) led by Daniel Moraski on 6/19 in W. Springfield and 6/20 in Marlboro and by Robert Clark on 6/21 in Wakefield, 6/22 in Randolph, 6/23 in Waltham and 9/20 in Portland, ME. Daniel Moraski and Robert Clark were formerly with the Social Security Administration in N.E. Topics include a detailed explanation of Social Security’s retirement, survivor, and disability programs; how benefits are computed; when someone can begin to collect; the impact of work in retirement; the components of Medicare; how the receipt of a public pension from MA will impact one’s eligibility for benefits; strategies for maximizing one’s Social Security benefits; and much more. This seminar received rave reviews in 2016! **(6/19 PM, 6/20 PM, 6/21 PM, 6/22 PM, 6/23 PM, 9/20 PM in ME)**
48. **STRATEGIES FOR COLLEGE** is a 1-day seminar (8 credits) led by Todd Weaver of Strategies for College, Inc. Topics include the college financial aid eligibility formulas, how to determine eligibility for both federal and institutional financial aid, and how to strategize with clients about college costs and planning. Special attention will be devoted to qualifying for non-need based aid (merit scholarships). The seminar also is suitable for those practitioners who will have children of their own entering college within the next five years. The seminar utilizes multiple case studies that model a range of incomes and net worth and how they are interpreted by the financial aid system. Each participant will receive one month’s access to cloud-based software and other proprietary content for personal use. **(6/14, 8/31 in ME)**
49. **FEDERAL & MA EMPLOYMENT RULES FOR SMALL BUSINESSES** is a ½ day seminar (4 credits) led by Julie Carroll, HR Director at Total HR Solutions. Don’t miss out!! Topics include FMLA, Small Necessity Leave, and Earned Sick time. **Does your business need to comply?** This ½ day workshop includes an overview of what rules a Small Business in Massachusetts (under 50) needs to comply with. A Review of Federal and State Wage laws, Leave laws, Accommodations, and ADA are just a few of the topics to be discussed. **The Workshop will include a complete guide of regulations as well. (6/15 AM)**

LIST OF FACULTY MEMBERS

John A. Armstrong, CPA; Bentley College (B.S. in Accounting); Pace University (MBA in Finance); Professor of Accounting and Finance at Nichols College, Dudley, MA; Consultant on accounting, auditing, ethics, and peer review matters.

Cory J. Bilodeau, Esq; Boston College (B.S. in Business Management); Roger Williams University School of Law; Boston University School of Law (LL.M in Taxation); Partner with McLaughlin & Quinn, LLC, Providence and Boston.

Peter A. Birkholz, MST; Marquette University (BBA); Bentley College Graduate Tax Program (MST); Tax Practitioner in Private Practice, Marlboro.

Stephen Bravo, ASA, CBA, CPA/ABV, PFS, CFP, MST; Suffolk University (B.S. in B.A.); Bentley College Graduate Tax Program (MST); Business Appraiser and Financial Analyst with Apogee Business Valuations, Inc.

Natalie B. Choate, Esq.; Radcliffe College (B.A.); Harvard Law School (J.D.); Of Counsel to Nutter, McClennen & Fish LLP, Boston; Concentrating in estate planning and specializing in estate planning for retirement benefits.

Robert E. Clark; University of Massachusetts (B.S.); Principal in R.E. Clark Consulting; Former 38 year employee with the Social Security Administration, including 14 years as the Public Affairs Specialist for Northern New England.

Steven M. Cohen, Esq.; Brandeis University (B.S.); Boston University School of Law (J.D.); Principal with Pabian & Russell, LLC, Boston; Formerly employed with Rogers & Wells in New York City and with Freedman & Fish, an elder law firm in New York.

Leo J. Cushing, Esq., CPA; University of Notre Dame (B.S. in Accounting); New England School of Law (J.D.); Boston University School of Law (LL.M. in Taxation).

Philip R. Dardeno, CPA, MST; College of the Holy Cross (B.A.); Bentley College Graduate Tax Program (MST); Tax practitioner in private practice; Specializing in representing clients in state and federal matters; Former Chief of the Abatement Bureau and former Chief of Audit Policies and Procedures.

Edward DeFranceschi, Esq.; Georgetown Law Center; Tax Attorney and Tax Litigator with DeFranceschi & Klemm, Boston; Lecturer in Law, Boston University Graduate Tax Program; Former Adjunct Professor, Bentley College Graduate Tax Program; Former Attorney with District Counsel, Boston.

John Michael Discenza, Esq.; Boston College (A.B.); Suffolk University (J.D.); University of Miami (LL.M. in Estate Planning).

Jeffrey Feingold, CPA; University of MA (B.S. in Accounting); Founder and Managing Partner of Tax Point Advisors, Inc. specializing in securing R&D Tax Credits.

Paul Ferreira, CPA; Stetson University (B.S. in Finance); University of South Florida (B.S. in Accounting). President of Export Tax Management, an international tax consultancy specializing in the IC-DISC.

Thomas P. Foley II, CPA, MBA; American International College (B.S. in B.A. in Accounting); Western New England University (MBA – Finance); Regional Manager Pieciak & Company, P.C., Brattleboro, VT.; Active member of Community Association Institute (CAI) New England Chapter.

Todd Fothergill, MA; University of Vermont (B.A.); Towson State University (M.A.); Managing Director of Strategies for College, Inc., Rutland, Vermont.

Steven C. Fustolo, CPA; Bentley College (B.S.); Babson College (MBA); Tax Principal with James J. Fox & Company; Author of the UNICAP Rules: Recent Changes You Should Know About (Warren, Gorham & Lamont, in Publication).

Lucien P. Gauthier, Esq., CPA; Boston University School of Law (J.D. and LL.M. in Taxation); Tax Attorney in Private Practice, Milton, MA.

Maurice P. Gilbert, CPA, MST; Southern New Hampshire University (B.S. in Accounting); Bentley College Graduate Tax Program (MST); Director of State Taxation with Devine Millimet & Branch, PA.; Concentrating in state tax planning and representing businesses in audits and administrative appeals.

David F. Keefe III, CLU, ChFC; Northeastern University (B.S. in B.A.); Financial Advisor with Eagle Strategies, LLC, Waltham; Focusing on Estate and Retirement Planning; Registered Representative offering securities through NYLIFE Securities, LLC and Investment Advisor Representative.

David Klemm, Esq., CPA; University of Massachusetts - Amherst (BBA in Accounting); Bentley College Graduate Tax Program (MST); Suffolk University (J.D.); Former Lecturer in Law, Boston University Graduate Tax Program; Tax Attorney, Tax Litigator and Principal with DeFranceschi and Klemm, Boston.

Michael S. Marino, Esq.; Norwich Military University (B.S in Economics and B.S. in Management); University of Connecticut (M.A. in Economics); New England School of Law (J.D.); Principal with Plourde, Bogue, Moylan & Marino, LLP, Providence and Boston.

Inez M. Mello, MBA; Bryant University (BS in Accounting); Bryant University (MBA in Taxation); Adjunct Professor at Bryant University; specializing in all facets of multi-state and local tax planning and compliance.

Patricia Ann Metzger, Attorney; University of Pennsylvania College for Women (B.A.) and its Law School. Tax Attorney with Vacovec, Mayotte & Singer, Newton; Former Tax Legislative Counsel, U.S. Treasury Department.

Daniel W. Moraski, Jr.; Westfield State University (B.A.); Consultant working with Czarnowski Consulting; Former 37 year employee with the Social Security Administration with 30 years' experience working in the area of public relations/public information in the Boston area.

Joseph J. Newpol, Esq.; Boston University (B.A.), (J.D.), and (LL.M in Taxation); Professor of Law, Taxation and Financial Planning at Bentley University, Waltham.

Jay Pabian, Esq., CPA; Brandeis University; Northeastern University (MBA); Boston University School of Law (LL.M.); Principal, Pabian & Russell, Boston.

Michael Pakaluk, Ph. D.; Harvard College (A.B.), University of Edinburgh (M. Litt.), Harvard University (Ph.D.); University Associate Professor in philosophy and independent researcher on accounting issues and internal controls; recognized expert on ethics and co-author of Understanding Accounting Ethics.

Jon B. Sparkman, Esq., CPA; Bob Jones University (B.S.); Suffolk University Law School (J.D.); Shareholder with Devine Millimet & Branch, PA, Manchester, New Hampshire; Concentrating in representing businesses with respect to state tax issues in audits and administrative appeals.

Robert G. Stewart, Esq.; Notre Dame; Harvard Law School; Boston University School of Law (LL.M. in Taxation); Estate Planning Attorney in Private Practice in Gloucester, MA; Adjunct Professor, Boston University Graduate Tax Program.

Kenneth J. Vacovec, Esq.; Tufts University (B.A.); Suffolk University Law School (J.D.); Boston University School of Law (LL.M in Taxation); International Tax Attorney, Newton. Former President, Massachusetts Bar Association, Massachusetts Bar Foundation, and MCLE.

Todd C. Weaver, MBA; Vanderbilt University (B.A. Political Science); Northeastern University (M.B.A.); Formerly with the Office of Financial Aid at Northeastern University; Formerly with Oracle Corp., Currently Senior Director of Strategies For College, Inc., Norwood, Massachusetts.

Jeffrey G. West, CPA/PFS, CFP; Boston University (B.S. in B.A.); Bentley College (MBA); Principle with Financial Compass Group, LLC, Newton; Specializing in Retirement Plan Design and Consulting; Registered Representative and Investment Advisor Representative.

BOSTON TAX INSTITUTE, LTD.

201 OLD FARM ROAD
MILTON, MASSACHUSETTS 02186-3739
(617) 698-1833
FAX (617) 696-7577 FAX
Internet: www.bostontaxinstitute.com

PRSR STD
AUTO
U.S. POSTAGE
PAID
BOSTON, MA
PERMIT NO. 59100

REGISTRATION FORM

MAIL THIS FORM WITH YOUR CHECK TO: Boston Tax Institute, Ltd., 201 Old Farm Road, Milton, MA 02186-3739

Name: _____

Company Name: _____ Occupation: _____

Home Address: _____

City: _____ State: _____ Zip: _____ - _____

Home Tel.: () _____ Bus. Tel.: () _____

Cell Phone: () _____

E-Mail Address (even if we have it): _____

Name of Seminar

Date Presented & Location

- | | |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |

Amount Enclosed: \$ _____

***ESTATE & DISTRIBUTION PLANNING FOR RETIREMENT BENEFITS is specially priced at \$240.
*1-Day seminars are priced at \$225 each; 3 1-Day seminars for \$525; and 5 1-Day seminars for \$825.
1/2 day seminars are priced at \$165 each; two 1/2 day seminars on the same day are \$250 (not \$330).
Please add \$36 for the FASB and Compilation & Review manuals and \$5 if you register at the door.**

PLEASE REGISTER EARLY AND AVOID BEING CLOSED OUT!

PLEASE REGISTER EARLY AND AVOID BEING CLOSED OUT!
