

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

1. **FEDERAL INCOME TAXATION OF S CORPORATIONS** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include the operative aspects of S corporations including the definition of a "small business corporation" including who are permitted shareholders; avoiding an inadvertent termination of an S election; pass through of items of income, gain, loss, deduction, and credit; adjustments to basis of stock and debt; resolution of tax year issues incident to an S election; recognition of gain on the distribution of appreciated property; an overview of the built-in gains tax in S 1374 and the "sting" tax in S1375; treatment of employee fringe benefits for income and employment tax purposes; a review of the highlights of recent tax legislation relating to S corporations; and more. (12/07)
2. **SPECIAL PROBLEMS OF S CORPORATIONS** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed analysis of the built-in gains tax including case law developments; a review of the 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; a reconsideration of C vs. S corporations in light of recent and proposed tax legislation; a review of issues raised by IRS in the audit of S corporations and their shareholders under the National Research Program on S corporations including unreasonably low compensation; and much more. (12/09)
3. **1120S PREPARATION WORKSHOP** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include a discussion of the preparation of Form 1120S including the presentation of separately and nonseparately computed items of income, gain, loss, deduction, and credit including passive activity losses; adjustments to basis of stock and debt on a worksheet specially designed for the purpose; treatment of distributions to S shareholders including the accumulated adjustments account and the other adjustments account; computation of the built-in gains tax under S 1374 and the "sting tax" under S 1375 and how to avoid them; a review of recent tax legislation relating to S corporations; and much more. (12/20)
4. **PURCHASE & SALE OF A CORPORATE BUSINESS** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include the principle methods of disposing of a business; dispositions of C/S corporation assets or stock including the sale of S stock to a purchasing corporation which makes a S338(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. (12/21)
5. **STRATEGIC TAX PLANNING** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed discussion of 75 of our finest strategic tax planning ideas in areas such as S corporations; unreasonable compensation; accumulated earnings; personal service corporations and qualified personal service corporations; discounts in valuing closely held stock; changes in methods of accounting; passive activity losses; deductible interest; independent contractors; abatement of taxpayer penalties; avoidance of preparer penalties; and much more. (12/22)
6. **COMPLETE LIQUIDATIONS** is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include the tax treatment at the corporation and shareholders levels of distributions in complete liquidation of C & S corporations under SS 331, 332, 334, 336, 337, and 338; and much more. (9/1ME, 11/4)

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

7. **ROTH CONVERSION IMMERSION WORKSHOP** is a ½ day seminar (4 credits) led by Natalie Choate, Esq. You have 1,000 clients in your waiting room asking "Should I convert to a Roth IRA this year?" Natalie explains what to tell them: who should, shouldn't, can't, or won't convert to a Roth IRA, plus HOW to convert: Best expert tips (and traps to avoid). Tax-free Roth conversions; are they for real? Changes estate planners must make to docs to reflect Roth conversions. Beneficiary Roth conversions, conversions under age 59 ½, recharacterizing a Roth conversion, MA tax effects, abusive Roth transactions, minimum distribution effects, and Roth 401(k) / 403(b) plans. IT'S ALL HERE, YOU WILL BE A ROTH EXPERT after taking this seminar! **This ½ day seminar is separately priced at \$149.** (11/04)
 8. **LONG TERM CARE (LTC) PLANNING FOR ACCOUNTANTS AND THEIR CLIENTS** is a 1-day seminar (8 credits) led by Marilee Driscoll, CLU, CSA, and author. 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 rate increases, and what to do if this happens; pension protection provisions regarding LTCi; personal and business deductibility; state incentives to purchase LTC insurance; and much more. (11/09)
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9. **MEDICAID PLANNING FOR CLIENTS & THEIR ADVISORS** is a 1-day seminar (8 credits) led by Steven Cohen, Esq. Topics include a detailed analysis of the recent dramatic federal changes to 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. This seminar is approved for 6.5 credits for Nursing Home Administrators and 6.5 credits for Social Workers. (11/17)
 10. **CURRENT ESTATE PLANNING TECHNIQUES** is a 1-day seminar (8 credits) led by Robert Stewart, Esq. Topics include planning for clients with moderate and large estates after EGTRRA of 2001 and any new tax legislation in 2010 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; and much more. (11/10)
 11. **FORM 1041 PREPARATION WORKSHOP** is a 1-day seminar (8 credits) led by Robert Stewart, Esq. Topics include the preparation of a decedent's final 1040 return and Form 1041 and Schedule K-1 for estates and simple and complex trusts including a discussion of electing small business trusts; the allocation of income and deductions between the decedent and the estate; selection of fiscal year and other post-mortem tax planning issues; computing DNI and the deduction for distributions; special problems of IRD; allocation of items such as depreciation and the S 691(c) deduction; special issues for a complex trust including distributions in kind and the 65-day rule; applicability of the 2% floor to irrevocable trusts; AMT considerations; grantor trust issues; changes made by recent tax legislation; MA changes in the tax treatment of certain estates and trusts as a result of Ch. 262 of the Acts of 2004; and much more. (01/12)
 12. **TAX PLANNING STRATEGIES FOR RETIREMENT** is a 1-day seminar (8 credits) led by Jeffrey West, CFP, MBA. This seminar will address 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 or tailoring employee contributions will be explored as well as integrating retirement planning with business continuation and estate planning. Topics 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 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. The

trustee's fiduciary responsibilities will be detailed in light of the new Department of Labor rules. Distribution Planning topics will be addressed including investment alternatives which guarantee lifetime retirement income. How to turn qualified plans into a multi-generation estate plan and how to avoid early distribution penalties will be discussed. 401(k) Planning – the list of alternatives available in administration and funding continue to grow, from the basic safe harbor plan to all of the bells and whistles. 403(b) ERISA plan rules have significantly changed the marketplace. We will identify the rule changes and how to advise your clients. See how corporate and non-profit clients can have a Section 79 tax deductible life insurance plan to generate tax-free retirement income. (11/18)

III. OTHER TAX SEMINARS

13. **2010 TAX LEGISLATION / CURRENT TAX DEVELOPMENTS** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include a discussion of the Hiring Incentives to Restore Employment (HIRE) Act, the tax provisions of the Patient Protection and Affordable Care Act and the Health Care and Education Reconciliation Act of 2010, and other tax legislation enacted in 2010; and time permitting, recent Supreme Court and other important judicial decisions and administrative pronouncements on issues such as the application of the 2% floor to an irrevocable trust (the Knight case); permitted use of the cash method; customer deposits; deferral of income; one year spread for taxpayer favorable adjustments; tax year rules for S corporations and PSCs; unreasonable compensation; accumulated earnings; passive activity losses, built-in gains, recharacterization of distributions by S corporations as wages for employment tax purposes; personal goodwill; valuation issues and discounts; allocation to and amortization of covenants not to compete; AMT; section 530 relief; taxpayer penalty relief; preparer penalties; and much more. (9/2ME, 11/11, 11/16VT, 11/19, 11/30, 12/01, 12/02, 12/10, 12/14, 12/15, 12/17 01/04, 01/10, 01/27)
 14. **2010 FEDERAL TAX UPDATE** is a 2-day seminar (16 credits) led by Lucien Gauthier, Esq., CPA and other distinguished panelists. The Tentative Agenda for this seminar appears on page 7 and will include a review of new tax legislation enacted in 2010 and other current tax developments. The price for this 2-day seminar is \$319 in West Springfield and \$329 in Waltham (which includes lunch on each day) and is not eligible for the special pricing which applies only to our 1-9day seminars (Thursday/Friday 1/6 and 1/7 in W. Springfield and 1/13 & 1/14 in Waltham).
 15. **SECTION 45R SMALL EMPLOYER HEALTH INSURANCE CREDIT** is a ½ day seminar led by Lucien Gauthier, Esq., CPA. Topics include a detailed analysis of Section 45R, Notice 2010-44, and Rev. Rul. 2010-13 including who is an "eligible small employer," how to compute the tentative credit amount and the phaseout of the credit amount based on the number of "full-time equivalent employees" and "average annual wages"; which employees are excluded from the calculation; the concept of "credit period" and the special transitional rules that apply in 2010-2013 including the definitions of "health insurance coverage" and "nonelective contributions"; availability of the credit for AMT: disallowance of deduction for expenses for which the credit is allowed; and effective date rules. (11/5, 11/12)
 16. **SECTION 199 – DOMESTIC PRODUCTION ACTIVITY DEDUCTION REVISITED** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. For tax years beginning in 2010, this deduction now is 9% of the lesser of QPAI or taxable income! Topics include a detailed discussion of section 199 as technically corrected and final regulations regarding the 50% of "W-2 wages" limitation; qualified production activities income (QPAI); domestic production gross receipts; cost allocation rules (section 861 method, simplified deduction method, and small business simplified overall method); application to pass-thru entities; special rules applicable to individuals; treatment for purposes of AMT, self-employment tax, and in MA; effective date rules; and much more. (08/31ME, 12/16)
 17. **HOW TO HANDLE AN IRS AUDIT / APPEALS CONFERENCE** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include the technical and practical aspects of representing a client on audit including audits under the Service's Market Segment Specialization Program; the taxpayer's objectives in the audit process, tactics in dealing with an 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; and settlement practice and procedure including the types of settlements and the hazards-of-litigation standard. Numerous cases will be discussed. (11/18)
 18. **PREPARER PENALTIES / CIRCULAR 230** is a ½ day seminar (4 credits on Ethics) led by Lucien Gauthier Esq., CPA. Topics include a detailed discussion of federal preparer penalties (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; new MA preparer penalties (Section 35C); ethics rules promulgated by the MA Board of Public Accountancy governing accounting and tax practice which incorporate by reference the AICPA Rules of Professional Conduct including the Statements on Standards for Tax Services (SSTSs); and much more. As you may know, MA now requires 4 hours of instruction on professional ethics for licenses expiring on or after 06/30/07 every two years. (11/10, 12/03)
 19. **TAXPAYER PENALTY RELIEF** is a ½ day seminar (4 credits) led by Lucien P. Gauthier, Esq., CPA. Topics include a detailed discussion of how to obtain penalty relief 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 Emblez Longoria 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 hierarchy of advice standards and the use of Form 8275 to avoid taxpayer penalties and taxpayer penalty relief as described in the IRS Penalty Handbook also will be discussed. (9/1ME, 11/10, 12/03)
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20. **SECTION 179 / DEPRECIATION / AUTOS** is a 1-day seminar (8 credits) led by Peter Birkholz, MST. Topics include increased expensing of depreciable assets under S 179 and the 50% bonus depreciation rules enacted by the Economic Stimulus Act of 2008 and extended by the American Recovery and Reinvestment Tax Act of 2009 and subsequent tax legislation; applicable depreciation methods, recovery periods, and conventions; classification of property based on class lives; ADS; treatment of leased cars for purposes of S 280F; and adjustments for depreciation in computing AMTI. Topics also include the S 280F limitation on depreciation of luxury autos, additional limitations on personal use property; substantiation rules under S274; exclusion for business use of employer provided autos as a working condition fringe benefit; valuing personal use of autos by one of four special valuation rules; reporting and disclosure requirements for employer-provided autos; proper reporting of informal reimbursement arrangements for employee-owned vehicles; and much more. (11/16)
 21. **1040 WORKSHOP FOR MORE EXPERIENCED PREPARERS** is a 1-day seminar (8 credits) led by Peter Birkholz, MST. Topics include a forms oriented review (with annotations) of recent federal tax law changes in areas such as the making work pay credit as it applies in 2010, the new payroll tax exemption for hiring unemployed workers; the new small employer health insurance credit; expansion of the adoption credit and adoption assistance programs; new tax treatment of health insurance costs of adult dependents; the new American Opportunity Tax Credit; extension and increase in the first-time homebuyer credit; extension of AMT relief for nonrefundable personal credits; extension of the AMT exemption amount; extension and modification of certain energy credits; increased S 179 expensing and 50% bonus depreciation; other new tax developments and year-end tax planning considerations; MA individual income tax changes; electronic filing, and much more. (12/07, 12/09, 12/10ME, 12/14, 12/15, 12/17, 12/20, 01/05, 01/28, 01/31)
 22. **1040 WORKSHOP FOR NEW & LESS EXPERIENCED PREPARERS** is a 1-day seminar (8 credits) led by Peter Birkholz, MST. Topics include those covered in our 1-day 1040 Workshop for More Experienced Preparers, but they are presented in a less technical manner. Several problems will be discussed. (01/04)

23. **NEW FORM 990/TAX ASPECTS OF NFPS** is a 1-day seminar (8 credits) led by Frank Monti, CPA. This seminar focuses on the preparation of the 2010 version of Form 990 with references that include the basis for exemption; application for recognition of exempt status; avoidance of designation as a private foundation; compliance reporting to safeguard exempt status; the unrelated business income tax; lobbying expenses; rental income; fund raising expenses; and more. (10/22)

24. **COMBINING REAL ESTATE COST SEGREGATION STUDIES WITH ENERGY INCENTIVES** is a 1-day seminar (8 credits) led by Philip Mann, CPA. Beginning with the Energy Policy Act of 2005 and continuing through the American Recovery and Reinvestment Act of 2009, Congress has taken an active role in an attempt to reduce current and future energy consumption, "Green America", and develop a long term energy strategy for the United States. Congress also has passed legislation providing building owners and lessees with the opportunity to accelerate depreciation on both newly constructed and purchased buildings as part of the Economic Stimulus Act of 2008, the Emergency Economic Stabilization Act of 2008, and the American Recovery and Reinvestment Act of 2009. This seminar puts the pieces of the puzzle together. The seminar will explain how to maximize tax deferrals by combining a cost segregation study with the S 179D energy efficient commercial building deduction. The seminar also will provide an overview of the myriad of available tax credits such as the 30% solar and geothermal credits. The seminar topics include maximizing depreciation deductions by taking advantage of the 50% depreciation rules and 15 year straight line depreciation for certain tenant improvements. A brief discussion of LEED also is included. (11/09)

25. **DISREGARDED ENTITIES** is a 1-day seminar (8 credits) led by Paul Plourde, Esq., CPA. Topics include current developments regarding entities (single-member LLCs and Qsubs) treated as disregarded entities; check-the-box regulations; self-employment tax imposed upon a single member of an LLC treated as a disregarded entity; employment tax relating to employees of disregarded entities; state taxation of LLCs treated as disregarded entities; automatic classification change to a disregarded entity; elective (Form 8832) classification change to a disregarded entity; IRS regulations on treatment of changes in elective entity; allocation of partnership liabilities where a partner's interest is held through a disregarded entity; Qsub status; Form 8869, state taxation of Qsubs; tax-free reorganizations involving a disregarded entity; single member disregarded entities regarded for employment tax purposes effective 1/1/09; and much more. We recommend taking this seminar before taking LLC – Current Developments or Partnerships and Partners. (11/10)

26. **LLC – CURRENT DEVELOPMENTS** is a 1-day seminar (8 credits) led by Paul Plourde, Esq., CPA. Topics include 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 (including withholding by partnership); 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 partnerships); conversion (by statute) of LLC into other entities or vice versa; recalculation of values under S 704© if an LLC merges into another partnership; pitfalls if an LLC is treated as S Corporation; and much more. We recommend taking this seminar after taking Disregarded Entities and before taking Partnerships and Partners. (11/17, 12/01)

27. **PARTNERSHIPS & PARTNERS** is a 1-day seminar (8 credits) led by Paul Plourde, Esq., CPA. Topics include current developments under Subchapter K; allocation of partnership liabilities under S752; formation of partnerships under S721; allocation of profits and losses under S704 (including allocations under S704(c) attributable to assets whose values have increased or decreased prior to contribution); taxation under S707 attributable to partnership payments to partners (including guaranteed payments under S707(c)); taxation under S731 attributable to liquidating and non-liquidating distributions by partnerships; taxation under S736 attributable to partnership distributions to retiring partners or deceased partners; taxation under S741 attributable to sale of partner's equity interest in a partnership (including installment sales or situations where the underlying partnership holds hot assets under S751); positive adjustments (if S754 election in effect) and negative adjustments (mandatory or if S754 election is in effect) to inside basis attributable to partnership assets; and much more. We recommend taking this seminar after taking Disregarded Entities and LLC Current Developments. (12/08)

28. **FEDERAL INCOME TAXATION OF REAL ESTATE** is a 1-day seminar (8 credits) led by Moore McLaughlin, Esq., CPA. Topics include discharge of indebtedness for residential and commercial properties, an update on 1031 exchanges (including Rev. Proc. 2010-14) and 1033 condemnation cases, tax treatment of leases and leasehold improvements, income tax and asset protection planning techniques for real estate investors and developers (including long-term capital gains planning), and much more.. (11/30)

29. **INTERNATIONAL TAXATION OF INDIVIDUALS & FATCA** is a 1-day seminar (8 credits) led by Kenneth Vacovec, Esq. Topics include the U.S. tax treatment of citizens and resident aliens located outside of the U.S.; return preparation techniques for individuals located overseas including Forms 2555, 1116, and 3903F; tax return preparation for resident and non-resident aliens including Form 1040NR and part-year resident alien tax reporting; planning for foreign tax credits; qualification for the S911 earned income and housing exclusions after the 2006 tax law changes; tax rules related to an individual's expatriation from the United States for U.S. citizens and long-term residents; the MA tax aspects of international relocations; taxation of non-U.S. citizens; a review of the S7701(b) definition of resident alien; an analysis of various U.S. tax treaties relating to individuals; a discussion of numerous case studies; "Foreign Bank Account Reporting (FBAR) Forms T.D. 90-22-10, the Voluntary Disclosure Program, Tax Amnesty"; the offshore bank account reporting provisions of the HIRE Act; and much more. (01/06)

30. **MASSACHUSETTS TAXES IN REVIEW** is a 1-day seminar (8 credits) led by Philip R. 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); removing domicile from Massachusetts; and much more. (12/16, 01/11)

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31. **NEW HAMPSHIRE TAXATION OF BUSINESSES & THEIR OWNERS** is a 1-day seminar (8 credits) led by Jon Sparkman, Esq., CPA and Maurice Gilbert, CPA, MST. Topics during the morning session will include an overview of the Business Enterprise tax base and apportionment provisions; an overview of the Business Profits provisions including nexus standard; a detailed review of the pre-2010 and post-2009 issues associated with the reasonable compensation for the owners of both incorporated and unincorporated businesses resulting from the new statutory language. Topics during the afternoon session will focus on the Business Profits provisions relating to apportionment and combined reporting of incorporated and unincorporated unitary businesses; sales or exchanges of business interests and basis step-up provision; the new state tax provision on like-kind exchanges under IRC Section 1031; an overview of the Real Estate Transfer Tax provisions focusing on the transfers of interests in real estate holding companies; an overview of the recently enacted provisions under the Interest & Dividends Tax relating to taxable distributions from partnerships and limited liability companies to NH resident individuals; and a review of any new or proposed Department of Revenue Administration Rules impacting the taxes covered in this seminar. (10/29)

IV. ACCOUNTING AND AUDITING SEMINARS

32. **2010 FASB / SSARS & SAS UPDATE & REVIEW** is a 1-day seminar (8 credits including 2 credits on Ethics) led by Prof. John Armstrong, CPA. Topics include FASB Nos. 163-168; new FASB codification: new compilation and review changes with SSARS No. 19; GAAP changes to going concern and subsequent events; the AICPA compilation and audit risk alerts; new ethics and independence rulings; proposed changes in financial statement presentation; impact of the Sarbanes-Oxley Act on auditors of closely-held businesses; OCOBA issues; fraud update; and much more. **If you register for this seminar, please add \$29 to your registration fee to cover the extra cost of the extensive FASB manual.** (11/04, 11/11, 11/18, 12/02)

33. **ADVANCED ISSUES - COMPILATION & REVIEW** is a 1-day seminar (8 credits) led by Prof. Richard Delgaudio, 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 more. (12/08)
34. **ACCOUNTING ETHICS** is a ½ day seminar (4 credits on Ethics) led by Michael Pakaluk, Ph.D., author of *Understanding Accounting Ethics* and Senior Research Consultant and Public Policy Analyst for Audit Analytics. The seminar begins with a case study –accounting improprieties at AIG- and considers the role that a failure of accounting ethics at AIG played in the financial crisis. The case of AIG raises the question of what professionalism means, and so we next look at the earliest Rules of Professional Conduct for accountants and consider the concept of a profession which accountants originally accepted. Then we consider the question of whether accounting has become transformed from a profession to a business, the reasons for this, and what should be done in response. Other issues considered include: substance over form; rules in relation to principles; and whether following GAAP is enough. **This ½ day seminar is priced at \$132. Individuals who register for and attend this seminar can register for and attend our ½ day seminar on Social Security at no extra charge, but space is limited to the first 70 registrants.** (11/15)
35. **ACCOUNTING AND FINANCIAL REPORTING (GAAP) FOR NOT-FOR-PROFIT ORGANIZATIONS** is a 1-day seminar (8 credits) led by Frank Monti, CPA. This seminar will discuss the practical implementation of FAS 116, 117, 124, and 136 as they impact your work for not-for-profit organizations. The seminar assumes that you have read these pronouncements and want to participate in a discussion of implementation problems and issues. This seminar is in the form of case studies of real world situations aimed at sparking class discussion and qualifies toward the 24 hour requirement for Yellow Book. (10/19)

V. OTHER SEMINAR OFFERINGS

36. **FINANCIAL AID TACTICS** is a 1-day seminar (8 credits) led by Todd Fothergill, Managing Director of Strategies For College, Inc. This seminar, appropriate for both practitioners and selected clients who will be filing financial aid applications for current high school seniors, will focus on (1) how to complete the online FAFSA, online CSS Profile, and supplemental applications for business owners and supplemental applications for divorced/separated parents in a timely fashion; and (2) how to accurately forecast the outcome of the FAFSA and CSS Profile in terms of potential grants, scholarships, and interest-free student loans. A detailed analysis of the new rules governing both student and parent loans also will be presented. This seminar provides a personalized, step-by-step walk through of the financial aid process with an experienced professional. When participants leave this seminar, they will be able to file required financial aid applications within 24 - 72 hours. Participants should bring their most recent federal income tax return, a financial statement (income statement and balance sheet if business owner), and a calculator. Tylenol is provided. NOTE: A completed 2010 FORM 1040 is NOT required to attend this seminar. Clients can be included in the 3 for \$420 and 5 for \$660 pricing. (12/09)
37. **FEDERAL & MA HEALTH CARE REFORM – A PRACTICAL APPROACH** is a ½ day seminar (4 credits) led by Edward Bleiler, Senior Vice President Of Employee Group Benefits at Bay State Financial Services, Boston. Topics include a discussion of the MA health care reform rules that have served as a model for the federal Patient Protection and Affordable Care Act. In this seminar, we will provide a basic awareness of the many key employer obligations. We also will explore what has worked in MA such as access to insurance; what has not worked in MA such as the increasing cost of health insurance; the role of the Massachusetts Health Connector/Exchange; the timeline for implementation of federal health care reform; the likely impact it will have on successful business clients and their employees; and much more. (11/05, 11/12)
38. **SOCIAL SECURITY** is a ½ day seminar (4 credits) led by Kurt Czarnowski, Regional Communications Director for 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; and much more. Individuals who register and attend our ½-day seminar on Accounting Ethics can register for and attend this seminar at NO extra charge, but space is limited to the first 70 registrants. (11/15)