

BOSTON TAX INSTITUTE, LTD.
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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. (12/6)
2. **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 tax on excess net passive income under S 1375 and how to avoid them; a review of recent tax legislation relating to S corporations; and much more. (12/8, 12/15)
3. **INDEBTEDNESS OF THE S CORPORATION TO THE SHAREHOLDER** (referred to in the Calendar as Tax Basis of Debt to S Sh) is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed analysis of section 1366(d)(1) and decided cases as to when debt will be treated as "indebtedness of the S corporation to the shareholder" including a discussion of the winning cases such as Gilday, Cullen, Yates, Bolding, and Selfe and various losing cases involving back-to-back loans that were not respected for tax purposes. (12/12 PM)
4. **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; changes in methods of accounting; passive activity losses; deductible interest; independent contractors; discounts in valuing closely held stock; abatement of taxpayer penalties; avoidance of preparer penalties; and much more. (12/20)
5. **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. (11/16)
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. (11/9, 11/17)
7. **PERSONAL GOODWILL AS A TAX PLANNING TOOL** is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed discussion of decided tax cases involving personal goodwill and the factual prerequisites necessary for its application; the potential application of the concept in a variety of contexts; applicability of Form 8594; possible disclosure of the issue on Form 8752 at the corporation and shareholder levels; and much more. (11/9, 11/17)

II. OTHER TAX SEMINARS

8. **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. (01/17)
9. **MEDICAID PLANNING FOR CLIENTS & THEIR ADVISORS** is a ½ day seminar (4 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 3 credits for Nursing Home Administrators and 3 credits for Social Workers. (11/09 AM)

10. **LONG TERM CARE (LTC) PLANNING FOR ACCOUNTANTS AND THEIR CLIENTS** is a ½ day seminar (4 credits) led by Marilee Driscoll, CLU, CSA, and author. LTC Planning is gaining acceptance as Medicare rules tighten and people realize that they cannot count on government programs to provide the kind of care that they prefer. Also, the inclusion of CLASS (Community Living Assistance and Supports) in health care reform, the national expansion of Partnership plans, and the ability to 1035 exchange pension and insurance assets into lump sum LTC insurance products also have fueled interest. Obtain a thorough understanding of the topic relative to personal finances and retirement planning decisions - what LTC is, how long it lasts, how much it costs, when government programs (Medicare, Medicaid, VA) pay, and how LTC 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; personal and business deductibility; state incentives to purchase LTC insurance; (11/09 PM)
11. **CURRENT TAX DEVELOPMENTS / 2011 TAX LEGISLATION** is a 1-day seminar (8 credits) led by Lucien Gauthier, Esq., CPA. Topics include a discussion of tax legislation enacted in 2011; recent Supreme Court and other important judicial decisions and administrative pronouncements on issues such as the 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; qualified residence interest; built-in gains; recharacterization of distributions by S corporations as wages for employment tax purposes; personal goodwill; allocation to and amortization of covenants not to compete; AMT; section 530 relief; taxpayer penalty relief; preparer penalties; and much more. (9/1 ME, 11/15 VT, 11/18, 11/21, 11/29, 11/30, 12/1 ME, 12/2, 12/13, 12/14, 12/16, 1/3, 1/9, 1/30)
12. **2011 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 2011 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-day seminars (Thursday/Friday 1/5 and 1/6 in W. Springfield and 1/12 & 1/13 in Waltham).
13. **SECTION 45R SMALL EMPLOYER HEALTH INSURANCE CREDIT** is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed analysis of Section 45R and a discussion of Notices 2010-44 and 2010-82 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"; fiscal tax year issues; availability of the credit for AMT: disallowance of deduction for expenses for which the credit is allowed; MA tax treatment; and much more. (11/10 PM)
14. **HOW TO HANDLE AN IRS AUDIT** is a ½ day seminar (4 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 MSSP 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 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. (12/07 PM)
15. **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. This seminar is a must for anybody preparing and signing federal income tax returns! (12/9 AM)
16. **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., and Estate of Kwang Lee, and Recovery Groups, 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 hierarchy of preparation and 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. (12/9 PM)
17. **IRS PRACTICE AND PROCEDURE** is a ½ day seminar (4 credits) led by Michael Marino, Esq. Topics include a review of pre-assessment, as well as post-assessment procedural options available to a taxpayer when IRS action, assessment or enforced collection is contested. Fast Track Mediation, the Collection Appeals Program, Group Manager meetings, Appeal hearings and Collection Due Process hearings will all be discussed. Discussion will be heavily focused on meeting the requirements of Cir. 230, utilizing the IRM, as well as case law, to support a taxpayer's position. The seminar will end with an in depth discussion on each available Collection Alternative, as well as how the IRS Financial Handbook must be utilized to benefit a taxpayer with an unresolved tax liability.(11/16 AM)
18. **SECTION 179 ELECTION TO EXPENSE CERTAIN DEPRECIABLE BUSINESS ASSETS** is a ½ day seminar (4 credits) led by Peter Birkholz, MST. Topics include increased expensing of depreciable business assets (including autos) under section 179 after the Small Business Jobs Act of 2010 and TRUIRJCA of 2010; definition of section 179 property; property used predominantly to furnish lodging (the Shirley case); special rules for qualified real property for t/y/b in 2010 and 2011 and contrast with bonus depreciation under section 168(k); dollar limitation, reduction in dollar limitation, and taxable income limitation; entity level elections and limitations; carryover of disallowed deduction; the ability to make or revoke an election on an amended return after Rev. Proc. 2008-54; recapture; state tax treatment; traps for the unwary; and much more. (11/15 AM)
19. **DEPRECIATION DEDUCTION UNDER ACRS** is a ½ day seminar (4 credits) led by Peter Birkholz, MST. Topics include the 100%/50% bonus depreciation rules after TRUIRJCA of 2010 and Rev. Proc. 2011-26; applicable depreciation methods, applicable recovery periods, and applicable conventions; classification of property based on class lives; and adjustments for depreciation in computing AMTI. The section 280F limitation on depreciation of luxury autos (including the income inclusion amount for leased cars) and a compilation of cases and rulings on the depreciation deduction also will be discussed; and more. (11/15 PM)
20. **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 new retention credit for hiring and retaining unemployed workers; the temporary employee (and self-employed) payroll tax cut; 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 children who have not attained age 26 at year end; the new American Opportunity Tax Credit; medicare and COBRA premiums as a self-employed health insurance deduction; qualified residence interest; passive activity losses; increased S 179 expensing and 100% bonus depreciation; extension of the AMT exemption amount and AMT relief for nonrefundable personal credits; extension and modification of certain energy credits; other new tax developments and year-end tax planning considerations; electronic filing; PTINs; MA individual income tax changes; and much more. (12/6, 12/8, 12/9 ME, 12/13, 12/14, 12/16, 12/19, 1/4, 1/27, 1/31)

21. **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. Sample problems will be discussed. (01/03)
22. **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 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 much more. We recommend taking this seminar before taking Partnerships and Partners. (11/16)
23. **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 LLC - Current Developments. (11/30)
24. **TAX TREATMENT OF REAL ESTATE PROFESSIONALS UNDER SECTION 469(C)(7)** - is a ½ day seminar (4 credits) led by Lucien Gauthier, Esq., CPA. Topics include a detailed analysis of 469(c)(7), Regs. 1.469-9, and a significant number of cases involving the requirements which have to be met in order to qualify as a real estate professional including a discussion of the election under -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 tax year and its effect on PAL carryovers and prior and subsequent dispositions of property. (11/04 AM)
25. **FEDERAL INCOME TAXATION OF REAL ESTATE** is a 1-day seminar (8 credits) led by Moore McLaughlin, Esq., CPA. Topics include discharge of indebtedness income and exclusions in connection with residential and commercial properties; an overview and update on 1031 exchanges and the current trends in exchanging; income tax and asset protection planning techniques for real estate investors and developers (including long-term capital gains planning); investing in real estate through self-directed IRAs; self-employment tax issues for real estate owners; estate planning issues unique to real estate owners; and more. (11/29)
26. **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 2011 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 much more. **This seminar qualified toward the 24 hour requirement for Yellow Book.** (12/19)
27. **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 40 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; and time to ask questions about how the IC-DISC can apply to your specific clients. (12/7 AM)
28. **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. (01/05)
29. **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); removing domicile from Massachusetts; and much more. (12/15, 1/10)
30. **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 include the four major taxes affecting businesses and their owners in NH: the Business Enterprise Tax (BET), the

Business Profits Tax (BPT), the

Interest & Dividends Tax (I&D), and the Real Estate Transfer Tax (RETT). 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 the combined reporting requirements for unitary businesses.

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". The RETT discussion includes an overview of the provisions focusing on NH real estate companies. Our instructors provide a separate ½ day seminar which examines in detail the NH Compensation Deduction. (9/28 ME, 12/5)

31. **NEW HAMPSHIRE COMPENSATION DEDUCTION - APPLICABLE STANDARDS FOR PRE-2010, 2010, & POST-2010 TAXABLE PERIODS** is a ½ day seminar (4 credits) led by Jon Sparkman, Esq., CPA and Maurice Gilbert, CPA, MST. The New Hampshire General Court has changed New Hampshire's reasonable compensation deduction for owners of corporations, limited liability companies, partnerships, and proprietorships again for taxable years beginning in 2011. We will examine the provisions of the 2011 law, the appeal process, and the new burden of proof in detail. Other issues will include a comparison of the new and old compensation provisions under the Business Profits Tax for 2009, 2010, and subsequent years; and the use of Internal Revenue Code Section 162, Treasury Regulations, and Federal Court precedent to determine reasonable compensation and planning opportunities that are available. (12/12 AM)
32. **RHODE ISLAND PRACTICE AND PROCEDURE** is a ½ day seminar (4 credits) led by Michael Marino, Esq. Topics include a detailed review of tax controversy practice in Rhode Island, specifically the scope and operation of the RI Administrative Procedures Act. Discussion will review the procedural stages of a controversy, from initial audit to the filing of complaints at the 6th Division District Court. This seminar will familiarize the participant with the audit methods used by the Audit Division, review the typical audit workpapers produced by the Audit Division, and discuss acceptable and unacceptable test measure agreements. Sales Tax, Use Tax, Motor Fuel Tax, Hotel Tax and Income Tax Audits will be discussed. Advanced discussion regarding negotiation and settlement of a controversy without resort to full administrative hearing also will be had, and the seminar will end with a review of the available collection alternatives offered by the Collection Division. (11/16 PM)

III. ACCOUNTING AND AUDITING SEMINARS

33. **2011 FASB / SSARS & SAS UPDATE & REVIEW** is a 1-day seminar (8 credits including 2 credits on Ethics) led by Prof. John Armstrong, CPA on 11/3 in Seekonk, 11/10 in Randolph, and 11/17 in Marlboro, and by Steven Fustolo, CPA on 11/18 in Waltham. Topics include new compilation and review changes with SSARS No. 19 and 20; 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; revenue, and leases, dealing with variable interest entities; OCBOA issues; fraud update; the integration of GAAP and the IRS with FIN 48, impairment issues; SSAE No. 16; 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.** Qualifies for Yellow Book. (11/3, 11/10, 11/17, 11/18)
34. **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 OCBOA and personal financial statements will be reviewed; and more. **If you register for this seminar, please add \$29 to your registration fee to cover the extra cost of the extensive manual.** Qualifies for Yellow Book. (12/01)

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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.** (12/16)
36. **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 for Audit Analytics. The seminar begins with a case study – allegations of accounting fraud in the Lehman Brothers Repo 105 case – and considers generally the role that a failure of accounting ethics played in the financial crisis. The case raises the question of what professionalism means, and so we next look at the earliest Code 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. (12/5 AM)

IV. OTHER SEMINAR OFFERINGS

37. **NEW MA HOMESTEAD EXEMPTION FOR CLIENTS AND THEIR ADVISORS** is a ½ day seminar (4 credits) led by Lisa Delaney, Esq. one of the principal drafters of the new MA homestead statute. Do you have a homestead? Do your clients? Effective 3/16/2011, the new MA homestead statute changes the former law in numerous respects, including retaining the (now \$500,000) declared exemption while also creating an automatic \$125,000 exemption, new requirements for the homestead declaration form, homestead protection for insurance and sale proceeds, availability of homestead protection for trust beneficiaries, multiple owner situations, and much more. (11/04 PM)
38. **SOCIAL SECURITY** is a ½ day seminar (4 credits) led by Kurt Czarnowski, former 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. This seminar received absolutely rave reviews in 2011! (12/5 PM)
39. **FINANCIAL AID TACTICS** is a 1/2-day seminar (4 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 2011 FORM 1040 is NOT required to attend this seminar. Clients can be included in the 3 for \$420 and 5 for \$660 pricing. **This seminar qualifies for credit for CFPs.** (12/08 AM)

40. **FEDERAL & MA HEALTH CARE REFORM – A PRACTICAL APPROACH** is a ½ day seminar (4 credits) led by Edwin Bleiler, Senior Vice President of Employee Group Benefits at Baystate 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. (11/10 AM)