

# *Accountants & Auditors'* *Liability Exposure & Defenses* ©

**Objective:** Clients and third parties have filed various legal claims in the past against accountants and auditors. Many judgments against accountants could have been avoided if they had been properly advised. This practical course will provide numerous tips on how CPAs can reduce or avoid liability exposure, and consequently avoid having their reputation damaged.

## **What you will learn:**

- The different legal claims that have been asserted against CPAs
- The difference between a mistake and malpractice
- What practice areas involve the greatest liability risk
- What accountants and auditors can do to minimize their liability exposure
- What accountants should do if a claim is asserted
- The defenses an accountant can raise against being held liable

**CPE:** 4 hours

**Level:** Overview

**Category:** Accounting and Auditing

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** AALE

# *Analyzing a Business & Its Financial Statements* ©

**Objective:** This course will explain how to analyze a business and its financial statements to help you make better business or investment decisions. Learn how to determine if the business is improving or declining. Pick up tips on how to find the areas that need improvement. Learn how to “read between the lines.” For example: Should you invest in a particular company? Should a company expand its business or contract? Should credit be extended to a customer? Numerous practical tips will be provided.

## **What you will learn:**

- Why financial statements do **not** give you all of the information you really need
- Other sources of information you should consider
- How to evaluate a business
- Key factors you should look for in evaluating a balance sheet
- How to evaluate an income statement
- How the “bottom line” can be manipulated
- How cash flow can be manipulated
- The advantages and disadvantages of ratio analysis
- Where the value of a business comes from
- Other metrics to consider
- How the value of a business can be increased
- How to put the financial statements in context

**CPE:** 4 hours

**Level:** Basic

**Category:** Accounting & Auditing

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** ABFS

# *Internal Controls, Corporate Governance, & Risk Management* ©

**Objective:** A company's Board of Directors should oversee management, the company's business strategy, and its operations. Many companies do not realize their potential because the Board of Directors does not meet its obligations. Business is like football; it has both offense and defense. This course will focus on defense and what a company can do to reduce its liability exposure and business risk. Internal controls are not only a way to protect assets and minimize fraud, but they are also management tools, which are often not used as effectively as they could be. Come to this seminar and learn more about internal controls and how they can reduce risk.

## **What you will learn:**

- The legal duties of directors and officers
- What can be done to reduce the various risk factors a company faces
- How internal controls relate to a company's business strategy
- How to monitor internal controls
- The policies that should be implemented to reduce a company's liability exposure
- Legal considerations in reducing a company's liability exposure
- Those who are responsible for designing and implementing internal controls
- A summary of specific internal controls
- What a company can do to minimize the likelihood its internal controls will be circumvented
- The internal and outside auditor's duties regarding a company's internal controls

**CPE:** 8 hours

**Level:** Overview

**Category:** Accounting & Auditing

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** ICCG

# *Investigative & Forensic Accounting* ©

**Objective:** In this seminar, a forensic accountant and litigation consultant shows how the litigation or business dispute process may be treated similar to a standard business process. Further, the course will explain the methodology during a forensic accounting engagement and the interaction with counsel during litigation or any other business dispute. Basics of e-discovery, computer forensics and data mining will be discussed, as an integral part of the investigative process. The course will also address how recent legislation and standards are integral to the forensic accountant's toolkit and prove to be an invaluable supporting role to outside or in-house counsel.

## **What you will learn:**

- Forensic accounting, as a science
- Typical legal situations where forensic accounting may play a role
- Litigation as a 'typical' business process
- Recent legislation and standards, as forensic accounting tools
  - SAS 99
  - Sarbanes-Oxley
  - USA PATRIOT
  - Georgia RICO
- Forensic accounting investigation methodology
- Computer forensics, e-discovery and data mining

**CPE:** 8 hours

**Level:** Basic/Overview

**Category:** Accounting & Auditing

**Prerequisite:** Some knowledge of litigation and investigative accounting

**Instructor:** David Sawyer

**Code:** IAFA

# *Legal Audits & Corporate Compliance* ©

**Objective:** A company may incur monetary damages if it violates a law or regulation. However, it may also suffer damage to its reputation and future prospects. This course will focus on corporate compliance and risk management. It will address how a company can minimize the likelihood of legal liability. It will also address the auditor's duty to uncovering and reporting a client's illegal acts.

## **What you will learn:**

- What is involved in a legal audit
- Exactly what a company can do to minimize its liability exposure
- Steps a company can take to reduce its risks and avoid disputes
- What a company should do if it is sued, and what it should not do
- A company's disclosure obligations regarding litigation
- An auditor's duty to detect illegal acts
- How a company should respond when an illegal act is discovered
- How to manage governance, risk, and compliance
- The role of an internal auditor

**CPE:** 4 hours

**Level:** Overview

**Category:** 2 hours A & A, 2 hours technical consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** LACC

# *Recent A & A Developments* ©

**Objective:** This course will focus on recent developments affecting accounting and auditing. It will also cover recent developments affecting financial disclosure and reporting, internal controls, and financial statement analysis.

## **What you will learn:**

- Recent FASB and IASB changes to their accounting standards
- Recent PCAOB and AICPA changes to their auditing standards
- Developments affecting financial disclosure and reporting on internal controls
- Recent court decisions affecting accountants, auditors, and financial executives
- Recent relevant SEC & PCAOB actions
- What changes may occur in the future

**CPE:** 4 hours

**Level:** Update

**Category:** A & A

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** RAAD

# *2011 Annual Business Law Update* ©

**Objective:** This course will address significant court decisions from the past year that affect business entities, executives, and their owners. A wide variety of issues will be discussed. The carefully selected cases may establish new law, be controversial, or provide a good summary of established law. The facts, issues, and outcome of each case will be noted. More importantly, the focus will be on the lessons that can be learned from the reported cases. Suggestions will be provided as to how to avoid such problems.

**Topics that may be covered include:**

- Issues addressed by the U.S. Supreme Court
- Corporate governance
- Sale of securities by a private company
- Patents, trademarks, and copyrights
- Trade secrets
- Restrictive covenants
- Employment discrimination and other employment law issues
- Creditor's rights
- Piercing the corporate veil
- Unfair competition
- Shareholder disputes
- Real estate sales and leases
- Business torts

**CPE:** 4 or 8 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** ABLU

# *Contracts in the Real Business World*®

**Objective:** In business, oral and written contracts are used repeatedly. Many people in business want to know more about their rights and obligations under such contracts. This course will address many issues that arise with contracts. The instructor will provide numerous tips to improve a company's contractual position and will note various pitfalls to avoid.

## **What you will learn:**

- The essential elements of a contract
- When is an “offer” made and what must be included in the offer?
- The ways an offer can be accepted
- What is “consideration” and what is not?
- How to establish that a contract exists
- Who has the legal capacity to make a binding contract?
- Common defenses to a contract
- What remedies are available when the other party breaches the contract?
- How a party can limit their own liability exposure
- The purpose of “boilerplate” provisions
- Guidelines for good contract drafting
- Guidelines for arbitrating or litigating a contract dispute

**CPE:** 4 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** CRBW

# *Special Internal Investigations* ©

**Objective:** Many companies face allegations of wrongdoing which may adversely affect the company's reputation, and perhaps its operations and value. Accordingly, it is important to resolve such allegations promptly. This course will describe the process of conducting a thorough investigation and it will address the relevant issues.

## **What you will learn:**

- When a special internal investigation is appropriate
- Who can authorize an internal investigation
- Who should be involved in conducting an investigation
- What critical questions should be addressed
- How important documents should be reviewed and preserved
- The role accountants can play in an investigation
- How the attorney-client privilege and work product doctrine apply
- What should be done if potentially criminal activity is involved

**CPE:** 4 hours

**Level:** Basic/Overview

**Category:** Technical Consulting

**Prerequisite:** Some knowledge of corporate governance

**Instructor:** Dennis J. Gerschick

**Code:** SII0

# *Using the Law to Both Improve and Defend Your Business* ©

**Objective:** The law is like a football game – it has both offense and defense. This course will explain how the law can be used offensively to make money for the company and improve its competitive position. The law can also be used defensively to better prepare the company for an attack and to minimize its liability exposure. This course will provide numerous tips for business owners, executives and their advisors.

## **What you will learn:**

- How to position a business so it is in a better position to file a lawsuit
- When a company should file a lawsuit, or when it should use arbitration
- What a company can do if it is sued
- The defenses a company might have
- The benefits of having a shareholder agreement
- Pitfalls to avoid in a buy-sell agreement
- What restrictive covenants are, and when they should be used
- How a company can protect its intellectual property, and other valuable assets
- The federal and state laws that must be complied with when a private company sells securities
- The duties owed by officers and directors
- The duties a majority shareholder has to the minority shareholders
- When the "corporate liability shield" can be pierced
- What is a "business tort"?

**CPE:** 8 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** ULIB

# *Executive Compensation Plans & Equity Incentives* ©

**Objective:** This course will describe several forms of nonqualified retirement and performance bonus plans as well as equity compensation alternatives. Participants will learn how to identify factors that will effect the selection of a form of plan and the plan's design features that best suit a client's specific circumstances. The course will cover the legal issues that arise in the design and administration of these types of plans, including key aspects of Code Section 409A.

## **What you will learn:**

- Forms and key features of nonqualified, defined contribution, and defined benefit plans
- Different design strategies to maximize clients' goals for establishing a nonqualified or qualified plan; including key employee retention, tax planning, and performance incentives
- How Code Section 409A impacts deferred compensation (including severance payments) and certain equity incentive designs
- Forms of equity incentives, including forms of phantom equity, and how to creatively use vesting provisions to tie employees to the company's short and long-term strategy
- Federal and state securities laws requirements for equity compensation
- How to avoid Code Section 409A penalties that may be inadvertently triggered due to equity incentives

**CPE:** 4 Hours

**Level:** Basic

**Category:** Tax – Executive Compensation

**Prerequisites:** None

**Instructor:** Jason Sheffield

**Code:** ECPE

# *Keeping Your Plan Qualified* ©

**Objective:** This half day course is offered as a stand-alone program, or as part of a full-day course, when combined with “**Qualified Plans & Features**”. This course provides an overview of the Internal Revenue Service’s tax qualification program for employee benefit plans, offering participants an overview of the regulatory landscape affecting employee benefit plans from inception through plan termination. Participants will learn the basics of benefit plan qualification, and will learn to identify and correct basic qualification errors.

## **What you will learn:**

- Identification of the benefit plans regulation landscape, including the objectives and authorities granted to the Internal Revenue Service, the Department of Labor, the Pension Benefit Guarantee Corporation, and the individual states
- Overview of the Internal Revenue Service’s tax-qualified employee plans program, including advance determinations on initial qualification and annual reporting requirements
- Differentiation of individually-designed versus volume submitter and prototype plans
- An understanding nondiscrimination testing
- Overview of the rules and regulations related to the identification and inclusion of an employee’s compensation
- Plan termination concepts, including partial terminations, terminations, spinoffs, and mergers
- Correction of basic qualification errors utilizing the Employee Plans Compliance Resolution System (EPCRS)

**CPE:** 4 Hours

**Level:** Basic

**Category:** Tax - Employee Benefits

**Prerequisites:** None

**Instructor:** Jason Sheffield

**Code:** KYPQ

# *Qualified Plans & Features* ©

**Objective:** This half day course is offered as a stand-alone program, or as part of a full-day course, when combined with “**Keeping Your Plan Qualified**”. This course provides an overview of the employee benefit plan design landscape, introducing participants to retirement, health & welfare, non-qualified, non-profit, OPEB, and fringe benefit plans. Participants will learn to identify the difference between qualified and non-qualified plans and will be introduced to the concept of total rewards employee benefit design.

## **What you will learn:**

- Overview of qualified retirement plans, including defined benefit, defined contribution, hybrid/cash balance, employee stock ownership, and profit sharing plans
- Overview of qualified health & welfare plans, including medical, pharmaceutical, dental, vision, life insurance, high deductible health, dependent care, health & dependent care reimbursement, disability, and cafeteria plans
- Overview of non-qualified plans, including equity-based compensation, cash incentive compensation, and deferred compensation plans
- Overview of non-profit and governmental entity deferred compensation plans, including 403(b) and 457 plans
- Selection of retiree medical benefit plans and features, including VEBA trusts, healthcare stabilization funds (401(h) accounts), government fund and grantor trusts, and retiree health savings accounts
- Development of fringe benefit programs and employee reimbursement arrangements (and the related deductibility issues)

**CPE:** 4 Hours

**Level:** Basic

**Category:** Tax - Employee Benefits

**Prerequisites:** None

**Instructor:** Jason Sheffield

**Code:** QPAF

# *The Fiduciary Summit* ©

**Objective:** This half day course is offered as a stand-alone program, or as part of a full-day course, when combined with “**Trials & Trends**”. This course introduces participants to the fiduciary duties imposed upon a plan’s sponsors, administrators, and service providers by the Employee Retirement Income Security Act (ERISA). Participants will learn to identify a plan’s fiduciaries and to identify the duties they must fulfill, as well as the transactions they must avoid.

## **What you will learn:**

- Identification of named and functional fiduciaries
- Overview of ERISA imposed fiduciary duties
- Introduction to ERISA prohibited transactions and the underlying transactional and operational exemptions
- Civil penalties and fines associated with fiduciary non-compliance
- Criminal fiduciary sanctions
- Overview of recent developments in ERISA fiduciary law, including legislative action and the resulting judicial interpretations
- Navigation of an IRS benefit plan audit or a Department of Labor fiduciary investigation

**CPE:** 4 Hours

**Level:** Basic

**Category:** Tax - Employee Benefits

**Prerequisites:** None

**Instructor:** Jason Sheffield

**Code:** TFSA

# *Trials & Trends* ©

**Objective:** This half day course is offered as a stand-alone program, or as part of a full-day course, when combined with “**The Fiduciary Summit**”. This course provides participants with an overview of recent federal legislation and highlights court decisions affecting the qualification and administration of employee benefit plans. Participants will learn about recent trends affecting the design and operation of total reward compensation structures, volume submitter, prototype, and individually-designed benefit plans.

## **What you will learn:**

- Current themes and outcomes in federal benefits litigation
- Recent legislative updates, including the COBRA subsidy, mental health parity laws, MRD waivers and suspensions, and multi-employer plans funding status look-backs
- Recent regulatory updates, including overviews of proposed and final regulations on automatic contribution arrangements, service provider fee disclosures, cafeteria plan qualification, 403(b) plan document transitions, and 409A compliance
- Recent developments in plan design and administration
- An overview of the evolution of deferred compensation plans, identifying the transitions between defined benefit, defined contribution, and hybrid/cash balance retirement plans

**CPE:** 4 Hours

**Level:** Basic

**Category:** Tax - Employee Benefits

**Prerequisites:** None

**Instructor:** Jason Sheffield

**Code:** TATA

# *Family Wealth Management* ©

**Objective:** We are in the midst of a period in which trillions of dollars are being transferred from one generation to the next. Some families will transfer their wealth effectively, while others will not. This course will analyze the techniques frequently used to increase, preserve, and transfer wealth. The instructor will also address the advantages and disadvantages of each technique.

## **What you will learn:**

- The importance of educating all family members and getting them involved
- The non-monetary factors that should be considered
- The key factors to consider in allocating assets among different asset classes
- How to increase a family's wealth
- How to preserve and protect a family's wealth
- Numerous techniques for transferring a family's wealth
- The advantages, and disadvantages, of wealth transfer techniques
- Whether the family business should be transferred or sold
- The estate, gift, income, and generation-skipping tax provisions to consider
- The advantages and disadvantages of using a family office
- Pitfalls to avoid

**CPE:** 8 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** FWMA

# *Investing Fundamentals for the Individual* ©

**Objective:** Many individuals, including CPAs, struggle to effectively invest their money. This course will help any individual to more effectively invest their own money. The instructor will note several obstacles individuals must avoid or overcome to invest successfully.

## **What you will learn:**

- An overview of the advantages and disadvantages of various asset classes
- The relevant information that should be considered
- How to determine an individual's true goals
- How to evaluate the level of the individual's aversion to risk
- Why asset allocation is important
- Different styles of stock investing
- When bonds or fixed income securities are appropriate
- What important lessons can be learned from history
- How to research potential investments
- Risk factors to consider when making investments
- How to select a financial or investment advisor

**CPE:** 4 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** IFFI

# *Investing in a Private Company* ©

**Objective:** Investing in a private company can produce very high returns which makes it attractive to many. This course will address the different ways investors can invest in private equity. It will explain how investing in private equity is different than investing in the public markets. The instructor will highlight numerous pitfalls that should be avoided.

## **What you will learn:**

- The different ways to invest in private companies
- Factors to consider in selecting a private equity fund
- The differences between LBO, venture capital, and hedge funds
- The critical issues to consider before investing directly in a private company
- Various ways to structure a direct investment in a private company
- The advantages and disadvantages of each option
- How CPAs can help their private business clients attract investors
- How CPAs can help their clients evaluate the potential investor
- How an investment in a private company should be documented
- Pitfalls to avoid

**CPE:** 8 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** IIPC

# *Investment Ideas & Strategies* ©

**Objective:** This course is the next step after our “Investment Fundamentals” course. It will focus on a few investment ideas and strategies some may use to enhance their investment rate of returns, and to diversity their portfolios.

## **What you will learn:**

- The use of put and call options
- The pros and cons of short selling
- Arbitrage techniques
- Investing in distressed debt
- Investing in foreign currencies
- Investing in junk bonds
- Investing in commodities
- Investing in emerging markets
- The use of technical analysis

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None, but “**Investment Fundamentals for the Individual**” is recommended. This half day course compliments “**Stock Analysis & Portfolio Management**” or “**Lessons from the Investment Masters**”.

**Instructor:** Dennis J. Gerschick

**Code:** IIAS

# *Lessons From Investing History*©

**Objective:** It has been said, “Those who do not learn the lessons of history are doomed to repeat the mistakes of the past.” Many lessons can be learned not only from those who have been successful, but also from those who failed.

**What you will learn:**

- The booms and busts of the stock market over the past 150 years
- Lessons that can be learned from Investing and economic history
- Why history does not repeat itself in nice even patterns
- Mistakes people make in reviewing history
- Using history to predict the future
- How the stock market today differs from the stock market of 40 or more years ago
- What has not changed in the markets

**CPE:** 4 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** LFIH

# *Lessons From the Investment Masters* ©

**Objective:** This course is an overview of different investment styles that can be used profitably. The instructor will explain why very few investors consistently beat the stock market. Some have, however, and as a result they have accumulated enormous wealth. The focus of this course is on the lessons we can learn from some of the legendary investors including Warren Buffett, Peter Lynch, and John Templeton. This course will describe the investment styles used by a number of “investment masters.” The instructor will note the use of stock indexes and technical analysis. Finally, he will summarize various factors that should be considered in selecting an investment advisor or money manager.

## **What you will learn:**

- Can the stock market be beaten over an extended period of time?
- The main obstacles preventing investing success
- The investment style that was or is used by the “investment masters”
- What the “investment masters” do, that most investors do not
- What pitfalls do the “investment masters” avoid, that most other investors fall into
- The factors that should be considered in selecting an investment manager
- Critical issues that should be addressed in devising an investment plan
- The advantages and disadvantages of stock indexing

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** LFIM

# *Stock Analysis & Portfolio Management* ©

**Objective:** This intermediate level course focuses on how to analyze a corporation and its stock in-depth. It will explain how to gather the relevant information, how to analyze it, and what information should be ignored. The instructor will also explain the various factors that should be considered in structuring a stock portfolio.

## **What you will learn:**

- How to analyze a public corporation's financial statements
- Other sources of information about a publicly traded corporation
- The difference between a "good company" and a "good stock"
- Different techniques in evaluating a public corporation's stock
- The key factors to consider in structuring a portfolio
- How to properly diversify a stock portfolio
- Factors to consider in selecting a money manager
- How to evaluate a portfolio's performance
- Pitfalls to avoid

**CPE:** 4 hours

**Level:** Intermediate

**Category:** Technical Consulting

**Prerequisites:** "Investing Fundamentals for the Individual" is recommended but not required. This course compliments "Investment Ideas & Strategies."

**Instructor:** Dennis J. Gerschick

**Code:** SAPM

# *The Financial Meltdown - The Causes & Repercussions ©*

**Objective:** This course will review the events that took place during the financial meltdown that began in 2007. The speaker will explore the various events that led to the collapse of many large financial institutions, resulting in the \$700 billion government “bailout” in October 2008 and subsequent government actions. This course will also examine the circumstances leading up to the demise or major changes to many of the largest companies in the finance industry, including Lehman Brothers, Bear Sterns, Washington Mutual, Fannie Mae, Freddie Mac, and AIG.

## **What you will learn:**

- The key events that set the stage for the credit crisis
- Why the government helped some companies, but not others
- The legislative and regulatory responses, and why they were made
- What changes have been made, and the changes likely to be made in the future
- The possible future effects of the changes
- How some investors benefitted from the meltdown

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** FMCR

# *Understanding & Using Economic News & Trends* ©

**Objective:** The media reports economic statistics daily. However, many people do not understand what the statistics mean or more importantly their future implications. This course will explain technical concepts in plain English and how they can be used to make better business and investment decisions.

**What you will learn:**

- The implications of a “falling dollar” and a “rising dollar”
- The difference between the budget deficit and the trade deficit, and the implications of each
- Why interest rates rise or fall
- How the trend of interest rates affect different types of industries and investments
- The economic statistics you should monitor for your business
- The difference between fiscal policy and monetary policy
- How the price of oil and other commodities affect economic conditions
- How foreign exchange rates work

**CPE:** 4 hours

**Level:** Basic

**Area:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** UENT

# *Warren Buffett's Two Suggested Courses* ©

**Objective:** Referring to his long-time friend and confidant, Charlie Munger, Warren Buffett has written “In our view, though, investment students need only two well-taught courses – How to Value a Business, and How to Think About Market Prices.” This course is intended to meet this need.

**What you will learn:**

- The key factors in valuing a publicly traded corporation
- Where to obtain the information to value a stock
- How to evaluate the capability and integrity of management
- How to put a company's stock price in perspective – is it overpriced?
- Why price alone should not decide whether a stock is purchased or not
- Mistakes to avoid

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** WBSC

# *Advising the New or Young Business* ©

**Objective:** Because so many people have lost their jobs and cannot find new jobs, many are starting their own business. This course will focus on numerous business, financing, and legal issues that arise with start-ups and early stage companies. Learn why some companies grow, while others languish or fail. The instructor will use practical examples based upon his experiences as a CPA, Attorney, and Venture Capitalist to illustrate important points.

## **What you will learn:**

- Should the entrepreneur start a business or buy an existing business?
- The pros and cons of buying a franchise
- The pros and cons of having partners
- How to minimize the odds of a shareholder or partner dispute
- The common mistakes made by entrepreneurs
- The legal form that should be used
- How a company should be financed
- Strategies that can be employed to grow a business
- Practical tips for preparing and executing a business plan
- How a CPA can help or hurt a start-up or early stage company
- Pitfalls to avoid

**CPE:** 4 or 8 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** ANYB

# *Alliances, Joint Ventures & Franchising*©

**Objective:** Many companies elect to focus on their core competencies, and outsource other activities by establishing alliances or joint ventures with others. This course will explore the advantages, and disadvantages, of outsourcing and joint ventures. It will also provide practical tips as to how to better structure such arrangements. This course will also explain the reasons for such arrangements. It will identify the specific provisions that are often included in joint venture agreements. It will cover how to ensure that the company is protected, and has an exit strategy in place, if the arrangement does not work.

## **What You Will Learn:**

- What exactly is an “alliance”?
- Critical elements of an alliance
- The advantages and disadvantages of an alliance
- How to provide up-front for exit strategies
- The pitfalls to avoid in structuring an alliance
- The key elements of a joint venture
- The advantages and disadvantages of a joint venture
- The advantages and disadvantages of franchising
- Why franchising has worked for many companies

**CPE:** 4 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** AJVF

# *Business Turnarounds & Restructurings* ©

**Objective:** Many companies are in distress with the economic down turn. A troubled business not only adversely affects its owners and their families, but also the company's employees, suppliers, and customers. This course will explain how to identify a business that is in trouble as early as possible. Numerous tips will be provided as to how to turnaround and restructure a troubled business.

## **What you will learn:**

- How to identify signs that a company is declining
- The reasons why some companies fail or get into trouble
- Key points to note in reviewing a company's financial statements
- The obstacles that must be overcome in turning a company around
- Various options available to a troubled business
- Advantages and disadvantages of each option
- Who should and who should not be involved in a turnaround
- Factors to consider in selecting a turnaround specialist
- The duties of the directors of a troubled business
- Issues to consider in structuring a capital infusion
- When and how debt can be restructured in a workout
- Advantages and disadvantages of a bankruptcy filing

**CPE:** 8 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** BTAR

# *Buying or Selling a Private Company* ©

**Objective:** Buying or selling a business is often the largest single transaction an individual will ever make. It can either be a dream come true, or a nightmare. This course will focus on the both the tax and non-tax factors one should consider in deciding whether to buy or sell a business. Based upon his experiences, the instructor will provide many practical tips on the purchasing or selling of a variety of businesses. Practical knowledge is increased, so you can competently advise your clients.

## **What you will learn:**

- What motivates the buyer and the seller
- The alternatives that a buyer or seller should consider
- How to determine what the buyer is really getting
- The benefits business brokers and other intermediaries can provide
- Factors to consider in structuring the deal
- The key differences between a stock sale and an asset sale
- How to determine a fair price
- Practical tips to negotiate and close the deal
- How to protect the seller
- How to protect the buyer
- The legal issues that are frequently negotiated
- How a purchase/sale should be documented to protect your client
- Key tax issues that should be considered

**CPE:** 8 hours (4 hrs. Consulting/4 hrs. Tax)

**Level:** Basic to Intermediate

**Category:** Technical Consulting & Tax

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** BSPC

# *Creating & Enhancing the Value of a Business* ©

**Objective:** A private business is often the owner's largest asset. The value of a business can either increase or decrease depending upon the actions that are taken. Learn to advise business owners more effectively regarding how to create and enhance the value of their business. This course will integrate business, valuation, and legal issues.

## **What you will learn:**

- The key factors that affect the value of a business
- What can be done to affect the key factors
- The critical elements of a valuable business
- How to develop the desired "corporate culture"
- Factors to consider in developing a business strategy
- Tips to implement and adjust a business strategy
- Criteria for effective board members
- What effective executives do and don't do
- Relevant legal considerations
- Practical tips to create new value in a business
- Practical tips to enhance the value that is already in the business
- How to avoid the "value destroyers"
- Pitfalls to avoid

**CPE:** 8 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** CEVB

# *Dealing with Troubled Real Estate* ©

**Objective:** Real estate investments do not always produce profits. In fact, sometimes, they produce meaningful losses. Owners often face a variety of problems including falling real estate values, the moving of their key tenants, repairs, lawsuits, natural disasters, mortgage debt, lack of liquidity, etc. This course focuses on how to deal with troubled real estate.

## **What you will learn:**

- How to identify “troubled real estate”
- The relevant facts to obtain
- Important sources of information
- The common causes for “trouble”
- Various options to deal with the “trouble”
- Factors to consider in refinancing the property
- The pros and cons of a “workout” vs. a bankruptcy filing
- The tax consequences of debt restructurings
- How to prepare the property for sale

**CPE:** 4 or 8 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** DTRE

# *Health Care Issues & Reform*

**Objective:** For many years, people have debated the need for health care reform. A brief history of health care in America will be provided. Many people have complained about the number of uninsured individuals and the consequences of not having health insurance. Others complained about the rising cost of health care. Why did health care costs increase so significantly? Who is at fault? Can health care insurance be provided to millions without increasing costs? This course will explore these questions and many others.

Landmark healthcare legislation was finally signed in March 2010. Will it solve the problems? Will it create new problems? This session will summarize the new legislation – both the tax and non-tax provisions. It will summarize the political moves made that led to the legislation and how the new legislation will impact both Medicaid and Medicare.

This session will also note the consequences of the healthcare reform since it was passed. The instructor will also predict what future changes are coming.

## **What you will learn:**

- List the key factors leading to increases in health care costs
- Point out the key tax provisions included in the 2010 legislation
- Describe the important reasons for the legislation
- Explain how the legislation may impact your organization
- Critique whether the legislation will solve the perceived problems
- Distinguish between the political posturing and the actual changes made by the legislation

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** HCIR

# *Increasing Both the Top & Bottom Lines*®

**Objective:** The value of a business is often determined by the rate of growth in a company's top and bottom lines. Learn how to advise business owners more effectively and help them to increase the value of their business.

## **What you will learn:**

- How to counter an adverse business environment
- Options a company has to increase its revenue
- Factors to consider in deciding which option to pursue
- When and how a company should increase its prices
- How to target, obtain, and cultivate good customers
- How to create an effective marketing program
- The differences among branding, advertising, and public relations
- Factors to consider in pricing a product or service
- How to hire, train, and motivate quality employees
- What expenses should be decreased, and which ones should be increased
- The key metrics to monitor
- How to convert profits into cash flow
- Pitfalls to avoid

**CPE:** 4 or 8 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** ITBL

# *Lessons From Business History*©

**Objective:** It has been said, “Those who do not learn the lessons of history are doomed to repeat the mistakes of the past.” Many lessons can be learned not only from those who have been successful, but also from those who failed.

**What you will learn:**

- The history of several successful companies
- Why companies like Wal-mart, Microsoft, Coca Cola, and McDonalds were successful
- The biographies of several well known executives will also be reviewed
- The impact that well known executives have had on their company
- The common characteristics of successful executives and businesses
- The mistakes made by others
- The lessons that can be learned from studying business history

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** LFBH

# *Mega-Issues and Developments* ©

**Objective:** This new and cutting-edge course is a potpourri of current mega-issues and developments throughout the world. Every executive and their advisors should be aware of new issues and developments in economics, politics, technology, demographics, and culture. More importantly, how these developments may affect their business. This course will address a number of timely issues and may include ones that are not currently contemplated. This course can be combined with and compliments our 4 hour class “**Mega-Trends.**”

## **What you will learn:**

- How the U.S. healthcare legislation will actually work and its implications
- The U.S. – China relationship and its implications
- The impact the financial meltdown had on politics, economics, and culture
- How politics will shape the future regulatory environment
- The rise of the BRIC countries and how they affect the U.S.
- Factors inhibiting economic growth
- The energy needs of businesses and how they will be satisfied
- The options to address the energy crisis
- Recent changes in technology that may affect business
- Any major issues and developments that are “hot” when the seminar is presented

**CPE:** 4 or 8 hours (The number of topics addressed and/or the time spent discussing them will be determined by the length of the course)

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None, but this course can be combined with and compliments our 4 hr. class “**Mega-Trends**”

**Instructor:** Dennis J. Gerschick

**Code:** MIAD

# *Mergers & Acquisitions* ©

**Objective:** The primary emphasis of this course will not only be the business and financial considerations in structuring a tax-free merger or acquisition, but also the relevant tax issues will be noted. This course will address the major reasons why acquisitions fail, and will highlight the pitfalls to be avoided.

## **What You Will Learn:**

- Why companies engage in mergers & acquisitions
- Why a merger or acquisition may not be appropriate
- The role played by each of the “players” in the deal
- Factors to consider in structuring the deal
- The advantages of a merger over a stock purchase, and vice versa
- Pitfalls in the due diligence process
- How transactions should be documented to protect your client
- Practical tips to protect your client
- Mistakes buyers often make in integrating acquired companies
- When a tender offer should be made
- When hostile takeovers can be used
- Defensive measures that can be used by the target company
- An overview of tax-free reorganizations

**CPE:** 8 hours (6 hrs. consulting/2 hrs. tax)

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** MAAO

# *Negotiating & Structuring Business Deals* ©

**Objective:** Business is done by companies negotiating and completing business transactions. Unfortunately, many make bad deals for a variety of reasons. Most people in business have never taken a course in deal-making. This course will focus on the factors that should be considered in structuring a “good deal.” The instructor will also provide many negotiating tips.

## **What you will learn:**

- The key points that should be considered in structuring a deal
- Why are some deals “bad deals?”
- What you should do before you start negotiating
- What are the “key ingredients” of a deal?
- How to provide up-front for exit strategies
- Advantages and disadvantages of an alliance
- The key elements of a joint venture
- How to structure a capital infusion from an investor
- How to protect trade secrets and confidential information
- How deals should be documented
- Relevant contract law issues will be reviewed
- Practical tips for negotiating a deal

**CPE:** 4 or 8 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** NSBD

# *Operational Auditing - The Basics* ©

**Objective:** This course will provide an excellent overview of what is involved in an operational audit.

**What you will learn:**

- How an operational audit differs from a financial statement audit
- What areas can be addressed in an operational audit
- The action steps that are involved in an operational audit
- Who is qualified to conduct an operational audit
- Potential pitfalls in conducting an operational audit
- Tips for conducting an effective operational audit

**CPE:** 4 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** OATB

# *The New Mega-Trends* ©

**Objective:** “Mega-Trends” are major life-changing trends that may affect everyone in the world. Many people in business and their advisors understand that they are affected by what happens throughout the world. They also understand that they would do a better job positioning their businesses and investments if they knew more about the mega-trends. Unfortunately, many people don’t know the mega-trends. This half day course will meet this need. It will summarize significant economic, political, demographic, technological, and cultural “mega-trends” that impact businesses and investments.

## **What you will learn:**

- The significant mega-trends that are in progress today
- How the mega-trends are likely to impact the world
- How they are likely to affect the way people live
- Changes in population and demographics throughout the world
- How to take the mega-trends into account in planning for a business and/or investment portfolio
- Sources of information concerning the mega-trends
- How to monitor the mega-trends

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None, but this course compliments our 4 hr. class “**Mega-Issues and Developments**”

**Instructor:** Dennis J. Gerschick

**Code:** TNMT

# *Using Multiple Legal Entities* ©

**Objective:** Business is often conducted through one or more business entities. This course will address the advantages, and disadvantages, of using different types of entities. It will also explain why the use of multiple entities is often advisable. The instructor will explore the practical considerations.

## **What you will learn:**

- The advantages and disadvantages of using a regular “C” corporation, an “S” corp., and an LLC
- When an entity can be disregarded
- Structuring ownership of an entity
- How many different entities you should use
- How to take advantage of tax losses
- Various tax rules affecting related party transactions
- How to finance multiple entities
- Using multiple entities for estate planning
- An overview of the consolidated tax return rules
- The rules of code section 482
- How trusts can be used

**CPE:** 4 hours

**Level:** Basic

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** UMLE

# *2011 Business Tax Update* ©

**Objective:** This course will focus on recent tax developments affecting all businesses, including C corporations, S corporations, and limited liability companies. The developments may include highlights of recent tax legislation, new tax regulations, recent court cases, and IRS rulings. The focus of the class will be on the planning opportunities created by the recent developments.

## **What you will learn:**

- The requirements of various tax deductions and credits
- Cash and property distributions
- Financing of any business entity
- Purchase and disposition of business property
- Mergers and acquisitions
- Redemptions and liquidations
- Real estate acquisition and development
- Real estate dispositions, including like-kind exchanges
- Various tax planning strategies
- Various tax penalties and taxpayer's defenses

**CPE:** 4 or 8 hours

**Level:** Update

**Category:** Tax

**Prerequisites:** None, but this compliments “**2011 Individual Tax Update**”

**Instructor:** Dennis J. Gerschick

**Code:** ABTU

# *2011 Individual Tax Update* ©

**Objective:** This course will focus on recent tax developments affecting all individuals. The developments may include highlights of recent tax legislation, new tax regulations, recent court cases, and IRS rulings. The focus of the class will be on the planning opportunities created by the recent developments.

## **What you will learn:**

- Tax filing status and tax exemptions
- Compensation income and deferral techniques
- Requirements of various tax deductions and credits
- Investment income, including capital transactions
- Real estate rental activities and the passive loss rules
- Estate and gift tax developments
- Tax penalties and IRS tax collection techniques
- Divorce taxation
- IRAs and 401(k) plans

**CPE:** 4 or 8 hours

**Level:** Update

**Category:** Tax

**Prerequisites:** None, but this compliments “**2011 Business Tax Update**”

**Instructor:** Dennis J. Gerschick

**Code:** ITU

# *Civil & Criminal Tax Fraud* ©

**Objective:** This half day course will provide an excellent overview of what a practitioner must know in order to spot a client with a potential criminal tax problem, and then help the client avoid a potential criminal tax referral.

**What you will learn:**

- How to spot and defend an “Eggshell” audit
- Determining whether to cooperate or not
- Perils for the representative of a potential target
- Dealing with the IRS revenue agent during the audit process
- The accountant’s role in an Eggshell audit
- Privilege issues for the practitioner
- Voluntary disclosure as an aid to avoiding prosecution, but without any guarantees
- Dealing with summonses and seizures
- Strategies for preventing a Justice Department referral
- Defense opportunities during the criminal investigation stage
- Containing civil liability upon referral and/or conviction

**CPE:** 4 hours

**Level:** Basic

**Category:** Tax

**Prerequisites:** None

**Instructor:** Vivian Hoard

**Code:** CCTF

# *Creative Tax Strategies - The Benefits* ©

**Objective:** Most taxpayers want to minimize their over-all tax burden. This course will address a variety of specific tax planning strategies used by individuals and businesses, from the simple to the very sophisticated. This course is designed to save income taxes and/or estate and gift taxes.

## **What you will learn:**

- How tax planning has been encouraged by the courts
- Factors to consider in devising and implementing a tax strategy
- A number of tax strategies that have proven to be effective in the past
- Family limited partnerships
- The use of trusts
- Tax-free reorganizations
- Like-kind exchanges
- Charitable gift-giving techniques
- Partnership/LLC transactions

**CPE:** 4 or 8 hours

**Level:** Intermediate to Advanced

**Category:** Tax

**Prerequisites:** None, but this course compliments “**Creative Tax Strategies - The Hurdles**”

**Instructor:** Dennis J. Gerschick

**Code:** CTSB

# *Creative Tax Strategies - The Hurdles to Overcome* ©

**Objective:** Most taxpayers want to minimize their over-all tax burden. To help them accomplish their goal, tax planners need to know a number of things including: (1) the rules provided by the Internal Revenue Code and the tax regulations; (2) judicial doctrines and prior court decisions; (3) the IRS's position on various tax issues; (4) expected changes in tax legislation; (5) and the taxpayer's own financial position. This course will address the hurdles that must be overcome, including those imposed by the IRS and courts.

## **What you will learn:**

- The difference between effective tax planning and actions that can be penalized for
- Obstacles to effective tax planning imposed by the Internal Revenue Code.
- Impediments to effective tax planning used by the IRS
- Judicial doctrines that should be considered
- Penalties that may be imposed on the taxpayer or their advisor due to improper tax planning

**CPE:** 4 or 8 hours

**Level:** Intermediate to Advanced

**Category:** Tax

**Prerequisites:** None, but this course compliments “**Creative Tax Strategies – The Benefits**”

**Instructor:** Dennis J. Gerschick

**Code:** CTSH

# *Not-For Profits - Selected Tax Issues*

## *© Corporate Governance ©*

**Objective:** Most not-for-profit (“NFP”) entities qualify for tax-exempt status. An NFP is treated like a for-profit entity, except a NFP does not pay income taxes on its profits. An NFP also does not pay dividends because it does not have any shareholders, however, taxes and penalties can be imposed on tax-exempt entities. This half-day course will provide an overview of the significant tax issues that should be considered.

### **What you will learn:**

- How tax-exempt status can be obtained and tips to obtain it
- When the tax on “unrelated business taxable income” (“UBTI”) will be imposed
- What exactly UBTI is and tips to avoid it
- The rules governing “prohibited transactions”
- The various penalties that can be imposed
- Events or transactions that will cause a NFP to lose its tax-exempt status
- Critical points to review on an IRS Form 990
- Tips for directors of a NFP

**CPE:** 4 hours

**Level:** Overview

**Category:** Tax

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** NFPS

# *Obscure Code Sections Accountants Should Know, But Often Don't*

**Objective:** There are many Internal Revenue Code provisions that do not get the attention that they deserve. These provisions present both planning opportunities and pitfalls. Come to this seminar and learn about these obscure code sections so that you can more effectively advise your clients.

**What you will learn:**

- The limitation on losses provided by code section 269
- The special redemption rule provided by code section 303
- The related corporation redemption rules provided by code section 304
- The stock dividend rules provided by code section 305
- The rules governing dispositions of section 306 stock
- The accumulated earnings tax provisions section 531
- The benefits of an ESOP provided by code section 409
- The related party rules of code sections 267 & 1239
- The estate tax deferral for closely-held businesses provided by code section 6166
- The tax lien and tax levy provisions of code sections 6321 - 6344
- Transferee liability imposed by code section 6901

**CPE:** 4 hours

**Level:** Overview

**Category:** Tax

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** OCSA

# *Real Estate Taxation - Selected Issues* ©

**Objective:** Many parties buy, operate, lease, and sell real estate without taking into consideration the tax consequences. This course will provide an overview of many tax issues that arise in the ownership, operation, leasing, and disposition of real estate. Commercial and residential real estate tax issues will be addressed, along with the pitfalls that should be avoided.

## **What you will learn:**

- How mortgage foreclosures are taxed
- The tax consequences of debt restructurings
- What should be included in the tax basis of property that is acquired
- How various acquisition expenses should be treated
- When the use of tax losses will be restricted by the passive loss rules
- How the sale of commercial real estate should be treated
- How installment sales and renegotiated deals should be treated
- How to defer the recognition of gain through a like-kind exchange
- When the gain from the sale of a principal residence can be excluded
- The tax treatment of renting your principal residence
- How involuntary conversions should be handled
- How family limited partnerships, funded with real estate, should be structured
- Pitfalls to avoid

**CPE:** 4 or 8 hours

**Level:** Basic

**Category:** Taxation

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** RETI

# *Tax Appeals & Litigation Strategies* ©

**Objective:** This half day course provides an overview of the life of a civil tax controversy. It begins with an IRS audit and continues through the IRS appeals process. This course will also cover subsequent tax court litigation, and strategies for dealing with any resulting liabilities.

## **What you will learn:**

- Hot audit issues the IRS is currently pursuing
- How to prepare the client for the audit process
- Preserving substantive defenses from audit through trial
- Knowing when and where to raise any defenses and their impact on the burden of proof
- Factors the advisor must consider in advising the client on whether to go to Appeals or Tax Court
- Maximizing discovery opportunities during each phase
- Negotiation strategies the practitioner should employ at each level of the tax controversy process
- Strategies the practitioner should employ for winning the case during the stipulation process
- Briefing a winning case
- Collection alternatives such as offers in compromise or installment agreements
- Whether bankruptcy is ever an alternative

**CPE:** 4 hours

**Level:** Overview

**Category:** Tax

**Prerequisites:** None

**Instructor:** Vivian Hoard

**Code:** TALS

# *Tax Planning for Investments* ©

**Objective:** This course will address the factors individuals should consider, in order to maximize their after-tax return, on their investments. This course will address and highlight the numerous tax rules and relevant issues. Learn how to defer and minimize taxes relating to an individual's investments and discuss the pitfalls to avoid.

## **What you will learn:**

- How investment income is taxed
- How title to investments should be held
- The types of investments an individual should make in their IRA or 401(k) plan
- The rules regarding short sales and wash sales
- The difference between an "investor" and a "trader"
- Why timing is so important with investments
- Estate and gift tax rules to consider in transferring title to investments
- Lessons from recent cases and revenue rulings
- Pitfalls to avoid

**CPE:** 4 hours

**Level:** Basic

**Category:** Taxation

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** TPF1

# *Techniques for Saving Estate & Gift Taxes* ©

**Objective:** This course will address a variety of tax planning strategies that can be used to save estate, gift, and sometimes income taxes. The advantages and disadvantages of each technique will be addressed. The instructor who is an attorney and financial advisor will offer many practical tips.

## **What you will learn:**

- Family limited partnerships or LLCs
- Qualified personal residence trust (“QPRT”)
- Qualified retained annuity trust (“QRAT”)
- Outright gifts and gifts in trust
- Private annuity
- Installment sales
- Bargain sales
- Self-canceling notes
- Irrevocable life insurance trusts
- Charitable gift-giving techniques
- Non-tax factors to consider

**CPE:** 4 or 8 hours

**Level:** Overview

**Category:** Tax

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** TSEG

# *Transferring or Exiting the Business* ©

**Objective:** Many business owners want to retire and transfer their business to either family members or key employees. This course will explore various options an owner of a business can use to transfer part of, or their entire ownership interest. Explore the advantages and disadvantages of each option, note the issues to consider, and the pitfalls to avoid.

## **What you will learn:**

- The advantages of a shareholder agreement
- The basics of valuing a closely-held business
- The estate tax rules affecting businesses, especially Code Section 2703
- The estate tax deferral rules of Code Section 6166 and the planning opportunities
- The tax rules governing stock redemptions
- The tax rules governing corporate liquidations
- Section 355 rules on spin-offs and split-ups
- Advantages and disadvantages of selling stock to an ESOP
- Advantages and disadvantages of using a charitable remainder trust
- Advantages and disadvantages of selling the business to a third party
- Ways business owners can transfer a business to their children
- Key points to consider in succession planning
- Planning for life after retirement

**CPE:** 8 hours

**Level:** Basic to Intermediate

**Category:** Taxation

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** TOEB