Tax Return Analysis in a Tough Lending Environment

- (Re)learn the fundamentals to find all cashflow
- Spot and resolve red flags to avoid problem loans
- Dig for dollars to find nonrecurring or noncash addbacks
- Ask good questions to get the story behind the numbers
- Make good decisions on loan and restructure requests

Local Workshop in Boise!
December 16th and 17th
Co-sponsored by Idaho Bankers Association

"The step-by-step building block method is perfect."
Darlene Kieffer, Private Banker
Wells Fargo

IDAHO BANKERS ASSOCIATION
EST. iba 1905

lindakeithcpa
Helping Lenders say "Yes" to good loans!

Tax Return Analysis: Essentials and 1040 Review
- Translate taxable income into cashflow
- Find hidden income
- Spot troubled businesses
- Ask good questions
- Learn which forms to safely ignore
- Complete two case-studies in class
- Take back a 225 page workbook/reference manual

Beyond the 1040: Corporations, Partnerships & LLCs
- Learn the tax forms
- Know what a K-1 does and does not tell you
- Decide when you need more than the K-1
- Understand NOL's, LLC's and Passive Losses
- Recognize the risk exposure of the LLC Members, General Partners & Corporate Shareholders
- Take back a 200+ page reference manual

Letter from Linda:

The recovery is here... and lending is going to get harder before it gets easier!

Lenders... Get the **information you need** through training, resources and at my website to:

- **Recognize** a good (or bad) loan when you see one.
- **Make the case** to push a good loan through the process.
- **Go beyond** the obvious to get a better feel for qualifying cashflow.
- **Understand** the business to have helpful conversations with the borrower.
- **Spot red flags** and resolve them if possible.

My focus is to provide you with insights and skills that help you say 'Yes' to good loans. Ask around, you'll find out I am funny, too. Maybe the 'P' in CPA should stand for Certified 'Playful' Accountant.

Lending Managers.... Call me for a complimentary phone consultation. I help improve competence, confidence and consistency in analysis resulting in **improved loan quality** and **smoother regulatory examinations**.

Regards,
Linda

P.S. I have teamed up with the Idaho Bankers Association to **save money for your bank** and add revenue to the association. **Register today** at www.IdahoBankers.org.

"The class was wonderful, understandable, and exciting. Thank you!"
Kellie Elliott, Lending Officer
Bank of Astoria

About Linda:

Linda G. Keith CPA CSP

Linda works with banks to develop consistent, clear guidelines and tools for loans to businesses and their owners. Her training helps lenders make good loans and make more of them.

Experienced as a Washington State Examiner, in public accounting and tax practice, and as a business consultant/ trainer, her focus since 1986 has been loan quality and credit analysis.

A real estate investor and co-owner of a construction firm, Linda's experience as a mortgage and commercial borrower of long-standing provides real-life stories of the essential principles she shares.

Linda is Certified ^{squared}. She is one of five CPA/CSPs in the country. The National Speakers Association awards the Certified Speaking Professional (CSP) designation for proven, extensive presentation experience.

"Linda really sorts out confusing and complex returns so everyone can understand what is going on and explain it."
Liz Hoffman, Commercial Credit Analyst
Whidbey Island Bank

Workshops: Come to Class and Save

This workshop is open to lenders from financial institutions throughout the area, a great way to compare notes with others. You usually have to go to Seattle for Linda's hands-on, skill-building training. Join us for this one-time local Boise session, save travel money and support the association.

What You Learn

Day I: Tax Return Analysis - Essentials and 1040 Review

8:00	Registration and Coffee
8:30	Types of Adjustments, Procedures, Worksheets, Form-by-form & Line-by-line Emphasis on Sole Proprietorship – Historical and Recurring Cashflow
Noon	Lunch on your own
1:00	Emphasis on Capital Gains and Rentals
3:30	In class case-studies done in small groups allow participants to clear up any confusion and reinforce concepts learned in class.
5:00	Adjourn

Day II: Beyond the 1040 - Corporation, Partnership & LLC Returns

8:00	Registration and Coffee
8:30	Description; Advantages/Disadvantages; Forms filed; Tax impact on borrower; Considerations for lender; Form review; Case Study Corporations
Noon	Lunch on your own
1:00	General and Limited Partnerships Limited Liability Companies S Corporations Discussion of passive versus non-passive
5:00	Adjourn

Day II not recommended if you have not had Day I or equivalent training or experience.

Call Angie at 208.342.8282 for more information.

Who Should Attend

- Commercial Lenders
- Business Development Officers
- Consumer Lenders
- Credit Officers
- Branch Managers
- Internal Auditors
- Mortgage Lenders
- Loan Processors
- Underwriters

Bring a calculator, highlighter and pencil.... you'll use them!

Register now and save!

Step One: Personal Information

Name ______________________ Title ______________________

Phone ______________________ Fax ______________________

Email* ______________________

Company Name ______________________

Address ______________________

City/State/Zip ______________________

Supervisor Name ______________________

Supervisor Signature ______________________

**Email address are never shared. We offer registration confirmation and Linda Keith CPA's 'Lender Asks' ezine. You can easily opt-out.*

Step Two: Enrollment Calculation

Day I: Tax Return Analysis - Essentials & 1040______ @ $495 = ______________

Day II: Beyond the 1040 - Corp, Pship, LLCs ______ @ $495 = ______________

Total Enrollment = ______________

Paid Registration: $495 includes class and 200+ Pg Workbook/Reference Manual. Attach additional sheet with attendee details, including date(s) attending, if more than one participant.

Step Three: Payment Information

☐ Check payable to IBA ☐ Charge Card: Visa/Mastercard/Discover ☐ Please Invoice

Name on card: ______________________

Card #: ______________________ Exp: ________ CVS code: ______

Signature: ______________________ Date: ______________

Step Four: Please mail or fax form and payment

Angie Olson, Idaho Bankers Association

PO Box 638, Boise ID 83701

Fax: 208.342.8044

If you cannot attend the training and/or want to order additional resources click on Lender's Store at www.LindaKeithCPA.com or go to Idaho Bankers Association at www.IdahoBankers.org.

Location

Universtiy of Pheonix
Idaho Campus
3080 Gentry Way, Suite 150
Meridian, ID 83642

We'll email a 'Workshop Reminder' to all registrants with location and final details the week before the training.

"The classes help lenders make better decisions and encourage better risk assessment."

Brad Russell, Commercial Analyst
RBC Bank

Cashflow eWorksheets

- Do the math right every time and include help pop up boxes.
- Provide excellent documentation and consistency among lenders.
- Excel based so you don't have to learn new software.
- Use for the business alone or for business and owner combined.
- Includes 1040, Sch C, Rentals, 1065, 1120 and 1120S in one workbook.
- For one-user only. Call for a site license for your company.

Self-Study Manuals

Manuals are included with 'live' workshops. Each manual is self-sufficient, loaded with hands-on exercises and detailed explanations. They include camera-ready worksheets for your use.

"I cannot thank Linda enough for such a great resource! Clean, concise and ready to use right away."

Charles Schafer, VP
Bank of Lincoln County

Questions?

Contact **Angie Olson**
Director of Member Services
Idaho Bankers Association
Phone: 208.342-8282
Email: aolson@idahobankers.org
Website: www.IdahoBankers.org

"Excellent working knowledge of lender requirements and needs."

Ken Austad, Vice President
Silvergate Bank