

# AgLending Tax Return Analysis: Say "YES" to good loans!

- ✓ (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

Coming to the Mid-West  
June 17<sup>th</sup> and 18<sup>th</sup>, 2015

Class-size limited to 40. Register now to claim your spot.

*"Awesome! With my experience this training was exactly what I needed.  
Great presentation...glad to have the training towards what I do on the job."*

Kayanne Rodabaugh, Credit Analyst  
Greenstone Farm Credit, MI



## 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 190+ 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 190+ page workbook/reference manual

## Letter from Linda:

**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.

Have questions? Call my direct line at 360-866-1982 and ask!

Regards,  
*Linda*

## What AgLenders say about the in-person training:

*This was exactly what I expected for our organization. For seasoned employees, they will get a refresher on tax return analysis and learn new things. Essential for new credit analysts and loan officers alike.*

*Jeff Gruetzmacher, Senior Lender/Farm Loan Specialist, USDA-FSA*

*Thank you for another great session! You continue to make tax return analysis "fun" for our newest employees. Our team really appreciates your in depth knowledge and how you relate it to our origination system. It's like you've actually worked as one of our Credit Officers. 18 years in a row!! I look forward to working with you next year.*

*Ben Showalter, VP Training and Development, NW Farm Credit Services*

*I have taken Buker's Tax Analysis and prefer this class as it was more timely, concise, industry-specific and relevant.*

*Elizabeth Weinrich, Commercial Analyst, Greenstone Farm Credit Services, Wisconsin*

## About Linda:

Linda works with banks and credit unions 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.

She is a city girl smart enough to marry a country boy. She has helped run the family greenhouse operation, helped birth a lamb, harvested honey from the hives out back and butchered sheep and chickens.

## Workshops: Come to Class

The **in person workshop** is open to AgLenders from throughout the country, a great way to compare notes with others. If you like immediate access to the instructor and interaction with peers, this is for you. *As little as \$770 @. The more you send the more you save.*

### What You Learn

We use agricultural tax returns to consider a loan to an S Corporation owned by a husband and wife. She has significant non-farm income as well. And he is part-owner in another farming operation that is not obligated on your loan but has a significant impact.

All attendees receive two 200+ page manuals and the AgLending Quick Reference Guide.

Day I: Essentials, Non-Farm Items and Introduction to Farm Returns

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

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

1:00 General and Limited Partnerships

Limited Liability Companies

S Corporations

Discussion of passive versus non-passive

5:00 Adjourn

*Call 360.455.1569 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!

**Step One:** Select your number of participants  
The fee includes both days of instruction and manuals:

1-3: \$990@ 4+ and continuing clients: \$770@

**Step Two:** Register for class

- [www.LindaKeithCPA.com](http://www.LindaKeithCPA.com)
- Click on the 'Programs' link at the top of the page
- Click on the 'In-Person Training' link at right
- Scroll to the city and dates you are looking for
- Select your payment method and follow the instructions

**Step Three:** Tell us who is coming!

**Send an email with the list** as soon as you register or include the information with your invoice request. We need names, positions and email addresses to send them the pre-work, workshop reminder and their certificate upon completion.

**If you cannot attend the training** and/or want to order additional resources click on Lender's Store at our website [www.LindaKeithCPA.com](http://www.LindaKeithCPA.com). Or consider online, on-demand training at [www.LendersOnlineTraining.com](http://www.LendersOnlineTraining.com).

## Location

### Greenstone Farm Credit Services

3515 West Rd East Lansing, MI 48823

Any other questions? Just ask! Call at 360.455.1569

Thanks to Greenstone for making their fantastic training space available!

*"The participants particularly appreciated your help in weeding out the useless (to us) entries from the important information on a tax return. Explaining the K-1s and the origins of cash flow will go a long way in helping our team make good credit decisions."*

Amber Bennet, Senior VP  
Badgerland Financial, Wisconsin

## More at the store...

### Self-Study Manuals

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

### Add your name to our growing AgLending Client List!

AgCountry Farm Credit Services  
AgStar Financial Services  
Agri Access  
American AgCredit  
American Farm Mortgage  
Badgerland Financial Services  
CGB AgriFinancial Services  
Farm Bureau Bank  
Farm Credit Services of Colusa-Glenn  
Farm Credit Services of Mid-America  
Farm Credit West  
Farmer Mac  
Greenstone Farm Credit Services  
Northwest Farm Credit Services  
United Farm Credit Services  
USDA-Farm Service Agency  
Wabash County Farm Bureau CU  
Western AgCredit  
Yankee Farm Credit  
Yosemite Farm Credit  
Zions Ag Finance