

What is that Personal Tax Return Telling Me?

Schedules E & F

Rental Properties, Partnerships & S Corps, & Farm Income

Thursday, March 25, 2010

3:00 pm – 4:30 pm Eastern

WEBINAR – ON-DEMAND WEB LINK & FREE CD ROM

With the current economy, understanding the true cash flow of borrowers is important. This webinar will help take the mystery out of borrowers' personal income tax returns. Take the mystery out of borrowers' tax returns. No more guessing how much income your borrower is really earning. Learn how to identify actual cash flow quickly and reliably.

Usually cash flow and taxable income are different. Overestimating the income from a tax return can lead you to approve a weak loan that could eventually cost you tens of thousands of dollars. Conversely, underestimating income on a tax return can lead you to deny good loans that your bank and your customer need in this tough economy. This program will include many examples and will make the process of analyzing tax returns remarkably simple.

HIGHLIGHTS

- Schedule E Page 1
 - What is the real cash flow effect from a rental property?
 - Recognizing the effect of interest expense and principal paid on debt ratios and cash flow
- Schedule E Page 2
 - Partnerships – Learning that the information on the tax return is usually useless for a loan officer
 - Identifying ways to find the borrower's real cash flow from an S Corp
- Schedule F, Farm income
 - Picking up additional income that might be hidden in farm income

[DON'T MISS SCHEDULES B, C & D](#)

This program is the second of two in a series. Watch for

“Reading & Understanding Personal Tax Returns: Schedules B, C & D”

on Thursday, February 11, 2010.

If you missed it, you can order a CD recording of the live webinar, complete with handouts.

WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to teach lending personnel how to analyze borrowers' tax returns to determine a reliable monthly income amount. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

WHO SHOULD ATTEND?

This informative session is designed for anyone in lending, including chief lending officers, CSRs, new accounts personnel, loan officers, loan underwriters, credit analysts, loan processors, branch managers, CEOs, and other key lending staff.

PLEASE NOTE: Your registration fee allows you to have one telephone connection. However, as many people as you like may listen from your office speaker phone. If you register for the webinar, your registration fee also includes one internet connection from a single computer terminal.

ABOUT THE PRESENTER – Tim Harrington, CPA, TEAM Resources

Tim Harrington is a Certified Public Accountant. Since 1992, he has taught lending personnel how to obtain monthly income from tax returns. Since 1996, Tim has been President of TEAM Resources, a firm which provides consulting, strategic planning, and training from coast-to-coast.

As a faculty member of two CUNA schools on finance and tax, Tim has consulted with, and provided training for, hundreds of financial institutions. In addition, he is the author of the popular lending software “Lenders Tax Analyzer.”