

# Understanding Borrowers' Tax Returns, Part 1: Basics, Itemized Deductions, Interest & Dividend Income (Schedule B) & Sole Proprietorships (Schedule C)

WEBINAR OR ON-DEMAND WEB LINK (LINK INCLUDES FREE CD ROM)  
Thursday, February 16, 2012 • 3:00 pm – 4:30 pm Eastern

It's a tough lending environment. Understanding the true cash flow of borrowers is as important today as it has ever been. This webinar will help take the mystery out of borrowers' personal income 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. You can't afford to rely on any income that is not actually being received. Nor can you afford to deny loans to borrowers who earn more than their tax returns show. 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. Underestimating income on a tax return can lead you to deny good loans that you need in this tough market. This session will make the process of analyzing personal income tax returns simple and understandable.

## HIGHLIGHTS

- Understanding recurring versus non-recurring when considering incomes or losses
- Schedule B Interest & Dividends: Identify recurring/non-recurring interest and dividend income
- Schedule B Interest and Dividends: Root out pass-through interest and dividend income from Partnerships or S Corporations
- Schedule C Sole Proprietorship: Learn to recognize 4 forms of hidden income and 1 hidden expense

### [DON'T MISS PART 2!](#)

This program is the first of two in a series. Watch for  
**["Understanding Borrowers' Tax Returns, Part 2:  
Income from Rentals, Royalties, Partnerships, S Corps & Farms"](#)**  
on Tuesday, March 13, 2012.

## 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."

**Formats:** **\$199 per** telephone or webcast connection. *Unlimited Listeners*  
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**\$249** for telephone /webcast connection, On-Demand Web Link and CD

The ON-DEMAND WEB LINK is a recording of the live event including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. This link will expire 6 months after the live program date. **AS AN ADDED BONUS, you will also receive the audio/visual CD ROM.**

Cancellation: Refunds will be issued, less a \$50 administration fee, up until the handouts and access information are emailed.

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**Borrowers' Tax Returns, Part 1**  
**February 16, 2012**

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