

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

DISTANCE LEARNING

Wednesday, February 17, 2010 • 3:00 pm – 4:30 pm Eastern

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. 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 credit union and your member needs in this tough economy. This program will include many examples and will make the process of analyzing tax returns remarkably simple.

## HIGHLIGHTS

- Schedule B Interest & Dividends: Identify recurring/non-recurring interest and dividend income
- Schedule C Sole Proprietorships: Recognize 4 forms of hidden income and 1 hidden expense
- Schedule D: Decipher income that won't be received in the future and shouldn't be considered
- Forms 6252 and 4797: How to identify hidden income from installment sales

## **DON'T MISS SCHEDULES E & F**

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

**"Reading & Understanding Personal Tax Returns: Schedules E & F"**  
on Wednesday, March 31, 2010.

## 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."

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**February 17, 2010**

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