

## **Course Preview**

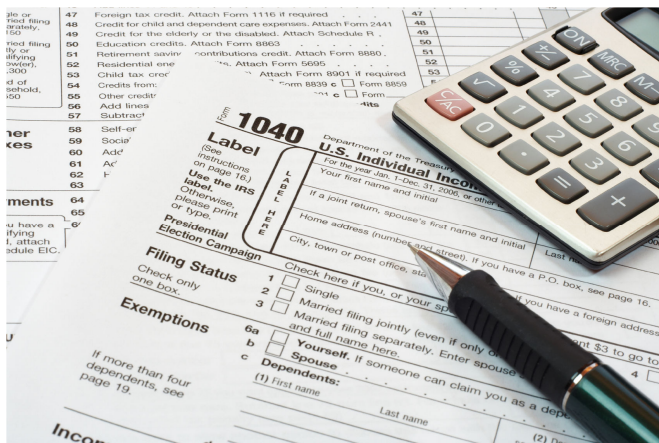
# **Tax Planning Strategies 2012**

**“What the IRS Forgot to Tell You”**

## **The Core Course**

(800) 648-8475  
thecorecourse.com

## Summary of Tax Planning Strategies 2012



**“I wonder why my CPA didn’t tell me I had these options before.”**  
**Bob T., Los Angeles, CA**

Taxes.

Are you planning your tax life or just doing your taxes?

**Tax Planning Strategies (TPS) 2012** is a 4 hour, executive level training. It was created for a simple reason: Most people get their taxes done, but rarely get tax planning advice. They don’t know what to ask their tax preparers about their business or their investments.

**TPS** was designed after interviews with hundreds of students in real estate based training around the country. It specifically addresses their input, questions, and desired topics. The content is designed to give specific information about the tax code that is focused on how the tax code works, using business and investment entities, calculating and applying depreciation, and passive loss rules for real estate investors.

**TPS** will teach you how to set up your business affairs and investments for tax efficiency using legal strategies currently in place in the Internal Revenue Code (IRC). It is intended to be a general information course—not to give specific tax advice, but to give enough information to know what to ask your licensed tax or legal advisor, or those of your clients.

**TPS** has been peer-reviewed by CPA’s and lawyers for content and validity.

Each module cites specific references to the IRC for cross reference.

## What You Will Learn in Tax Planning Strategies 2012



### Department of the Treasury Internal Revenue Service

**“Joe is a dynamic speaker who thoroughly engages his audience with practical information, high energy and enthusiasm.”**

**Kyle B. Kalispell MT**

#### **The Nature of the Tax Code**

It's amazing how little people know about the basics. Basics that are significant. You will learn how the tax code favors certain “tax classes” and how you can be one of those.

#### **What Depreciation is and How it Saves You Money**

For real estate investors and business owners, this is the secret. You will learn the different types of depreciation, how they are calculated, and how depreciation can significantly reduce taxes.

#### **Cost Segregation Analysis**

This one technique can save literally tens of thousands of dollars on taxes. You'll learn what it is, how to calculate it, and the specific Internal Revenue Code section(s) to reference the tax professionals you are working with.

#### **Using Entities**

LLC, S-Corps, C-Corps, Partnership and Sole Proprietorships. Which one should you use? Why should you use it? How do you set them up? What are the legal and tax advantages of each.

#### **Passive Loss Allowances**

A real estate specific portion of the tax code. What it means, why it matters, and how real estate investors can legally create up to \$25,000 a year (or more) by investing in real estate.

#### **The Code References**

For each portion of the workshop, you will receive specific Internal Revenue Code (IRS) references and tax law cases to support the course materials.

## 4 Reasons You Should Attend Tax Planning Strategies 2012



**“I’ve never come across anyone who knows more about IRS codes and articles.”**  
**Alex W. Salt Lake City, UT**

### **Reason #1**

#### **Tax ‘Planning’, not Tax ‘Preparation’.**

There is a huge difference between planning your ‘tax life’ and simply taking your receipts to have your taxes done. This course will show you what you can do to plan ahead and create the most efficient tax environment possible for your situation.

### **Reason #2**

#### **Practical Information**

Unlike some other workshops, this one will give you information you can really use. Both for yourself and your clients. Information that, if used correctly, can make you money by saving you money on taxes. Legally.

### **Reason #3**

#### **Focused Content**

The tax code is broad and wide. This training focuses on specific applicable real estate tax content. It will help you answer questions and discuss these issues with your clients as they relate to buying, holding and selling.

### **Reason #4**

#### **Money**

That’s right—money. This is a class that will show you different legal ways to arrange your investment and business affairs so you can save money on taxes. Pay your fair share, but not more than your fair share.

**Resume of Joseph Still**  
**REIA, CCA, CFA, CPN, CCIM**



**“Joe Still is the instructor I suggest all my Realtor clients learn from if they want to take their practice to the highest level.”**  
**Cathleen Cavanagh, CPA**

In 1988 Mr. Still began working with owners, users, and investors to purchase, develop, and lease commercial property. He has helped his clients in leasing, sales, land assemblage, rezoning, and development of their commercial and investment properties.

Joe began as a real estate trainer in 1994. From his first event, he has focused on delivering “skill based” training to his students. He is a recipient of the Washington State Association of Realtors Instructor of the Year Award, has spoken at numerous state conventions and at 5 national conventions of the National Association of REALTORS®.

**Real Estate Industry Milestones**

Mr. Still has represented a number of clients including individual investors, business owners, developers, local, regional, and national companies. Services have included lease structuring, acquisition, disposition, land assemblage, rezoning, permitting, and property redevelopment.

**Professional Speaking and Authoring Milestones**

Professional real estate industry trainer, course developer and author for 21 years.  
Recipient of the Washington Association of REALTORS Instructor of the Year Award  
Recipient of the Seattle King County REALTORS Educator of the Year Award  
Speaker at 5 National Association of REALTORS® conventions  
Author and contributing editor of the GRI curriculum  
Contributor author to regional investment group newsletters  
Author of 15 state approved continuing education courses

**Professional Designations**

Real Estate Investment Analyst (REIA), Certified Foreclosure Analyst (CFA), Certified Commercial Advisor (CCA), Certified Professional Negotiator (CPN), Certified Commercial Investment Member (CCIM).