

# **Attorney, Accountant & Investor John Hyre presents:**

START THE NEW YEAR RIGHT WITH

## **Tax Planning, Entities & Bookkeeping for Real Estate Investors**

Friday, Saturday & Sunday January 9<sup>th</sup>, 10<sup>th</sup> & 11<sup>th</sup>, 2009

### **Friday 1/9/09: Tax Planning for RE Investors all day. Issues covered include:**

1. The “Dealer” Issue: What is a dealer, how to avoid being classified as one, how to cope if you are one.
2. Tax-Free/Like-Kind/1031 Exchanges: How to sell a property tax-free by investing in another property, including build-to-suit and reverse exchanges.
3. Installment Sales/Discounting Notes: Reporting income over time when selling on a note, instead paying the entire tax up-front.
4. Lease Options: When options result in income and how to report them for *capital gains* rates.
5. Subject-to Deals: Focused on the use & abuse of land trusts and how to get the interest write-off.
6. Short-Sale Issues: Focused on avoiding “forgiveness of debt” income for your seller.
7. Passive Loss Issues: Rental losses only help if you can use them to offset non-rental income – how it’s done.
8. Investing in RE Tax-Free via IRA’s and Other Retirement Accounts: It CAN be done IF you follow the rules – how to.
9. Writing off educational costs (not as easy as you think!): Many buyers of educational material do not qualify for this write-off – how to make sure you do!
10. Travel & Entertainment for REI: Many investors do not do what it takes to write off automobile mileage, travel, hotel stays and entertainment – make sure you do!

**LOTS of Q&A, 8 SOLID HOURS OF EDUCATION  
NOT A “SALES FEST”**

### **Saturday 1/10/06: We will create a real estate company in QuickBooks, live, on screen, with step-by-step entries and lots of Q&A. Topics include:**

- 1) Walk through primary QuickBooks screens
- 2) Contributing money & property to the company
- 3) Making loans to the company
- 4) Taking money out of the company (e.g. – distributions, dividends, loans)
- 5) Spending on general items (e.g., computers, office supplies)
- 6) Purchase, rehab & sale of flip & rehab properties
- 7) Purchase of rental property with mortgage + down payment
- 8) Making payments on mortgage (principal, interest, escrow)
- 9) Rental expenses
- 10) Breaking rental down for accelerated depreciation
- 11) Entering depreciation
- 12) Selling rental
- 13) Sandwich lease option, purchase, payments & sale

- 14) Purchase “subject-to”
- 15) Sale of subject-to on land contract
- 16) Entering “Lonnie Deals” (mobile homes)
- 17) Creating income statements & balance sheets
- 18) Year end entries

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**Sunday 1/11/08: REAL Asset Protection, NOT what the Nevada people tell you:**

- 1) Avoiding the lawsuit to begin with
- 2) What gets investors sued (e.g. “trip and fall”, and do on)
- 3) Tips on drafting contracts to avoid lawsuits
- 4) How entities can help shield you
- 5) When Nevada companies make sense and when they do not
- 6) When a management company makes sense – and when it does not
- 7) How plaintiffs try to get around entities
- 8) Which entity is best for your business
- 9) Maintaining the entity (meetings, resolutions, etc.)
- 10) We set up an actual entity for your state, step by step
- 11) How to draft operating agreement/bylaws (approximately 2 hours)
- 12) Trusts: What they do & what they don’t do

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**Fees:**

- \$250 per day (What I normally bill per hour), per person (sorry, no group discounts at this excellent price)
- **SPECIAL:** First 15 people to sign up for all 3 days – we will review your entity structure, make recommendations and set up any required entities
  - Up to 5 entities per person
  - You pay for out-of-pocket fees (e.g. state filing fees, statutory agents, etc)
  - Includes articles of organization, Tax ID Number, cover page, locating cheap statutory agent, template operate agreement, but no drafting work on the agreement

**Location:** Hyatt Regency Columbus, Ohio  
350 North High Street, Columbus, OH 43215

**Time:** 8:30 am registration, Workshop from 9 am to 6 pm daily

**Contact:** [jmhoffice@ameritech.net](mailto:jmhoffice@ameritech.net) or call (614) 207-2441, 9am to 5pm EST

**More Information About Us:** [www.realestatetaxlaw.com](http://www.realestatetaxlaw.com)

- Registration limited to 50
- Recording seminar OK for your own personal use only – not for distribution to others!