

Workshop Location

Four Points Sheraton

1010 Northgate Dr.
San Rafael, CA 94903
415-479-8800

(Note that this location is NOT the regular BAWB meeting location)

Date & Time

Full Day

Saturday, March 15th, 2003

Registration is at 8:30am

Workshop starts 9:00am and runs until approximately 5:00pm

Workshop Pricing

BAWB Members (pre-registered only) **\$100.00**

All Others (incl. at-the-door) **\$125.00**
(on a space-available basis ONLY)

A credit of \$75 toward the workshop price will be given to any attendee who has purchased John's course materials and KISS guide bookkeeping system.

Note: If pre-registered, there will be no refunds provided without a cancellation notice given one week prior to the workshop date.

Registration

To register, simply use the attached registration coupon and submit via mail or fax. If you would like further information on the seminar, please visit the BAWB, "Bay Area Wealth Builders Association," online at: www.BAWB.info.

Please Note: Seminar seating is limited and available on a first-come, first-served basis. Register early to guarantee your seat. Fee covers seminar only. Students are responsible for their own meals, travel, and lodging.

(continued from inside)

- I invest in real estate. I DO deal with tenants, buyers, contractors, suppliers, title companies and other investors, to name a few. I needn't spend billable hours learning OUR business. And my clients and I sometimes "talk shop" and learn from each other, once the tax dust settles.
- I see a lot vicariously, through the eyes of my investor clients. I love reading their financial "books", because they tell a story. Each investor's angles and techniques are unique, and crafted to a specific market and personality. I am often able to pass practical tips on...after I've incorporated them into my own investments, of course!
- I have experience aggressively representing clients before the taxing authorities - and getting favorable settlements more often than not. The Other Side is human (most of the time) - and is usually susceptible to persuasion, evidence and argument. And if not, the Other Side's superiors usually will listen...along with the hearing boards and the courts.
- While I am focused on the field of taxation, my legal training helps me incorporate non-tax concepts into rendering tax advice. For example: choice of entity (C-corporation, LLC, etc.) is heavily driven by tax issues- but other legal principles also matter. Sometimes a third-party manager or general partner is needed to preserve or enhance limited liability...sometimes a transfer of assets to an entity would run afoul of fraudulent conveyance statutes...sometimes the company is too "thinly" capitalized under state law. While I cannot directly advise on such issues (except in Ohio) without getting licensed in your state, I CAN point the issues out so that you can seek local legal counsel. You'd be amazed at how many tax advisors opine based on tax concepts only- and run afoul of some pretty important non-tax laws!
- Most tax advisors simply do what you tell them to do - that is, prepare your return based on the information that you provide...when's the last time your advisor came to you and saved you money? My job is to know what you do not - and communicate it - and save you money.

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Learn How to Legally and Ethically Hammer the I.R.S.

An Introduction to the Real Estate Investor's "KISS" Guide to Bookkeeping Workshop and Course Materials

By John Hyre, Tax Attorney, Accountant, Real Estate Investor

Read This, Save Big Bucks

Every year, I get clients who hand me shoe-boxes full of receipts, check-stubs, and the like. Or books that make less sense than Tom Daschle's politics. Or well-organized records that still fall short of qualifying as "books". These clients often pay as much - or more - to have their books properly completed as they do for tax returns or planning advice. Had these clients properly kept their books from the get-go, they'd have saved plenty in professional fees alone. In the alternative, these clients could have paid a book-keeper from the beginning - at a much lower rate than what I charge to sift through shoeboxes in the middle of tax season!

As expensive as paying to have books reconstructed can be, a much higher cost of poor records is incurred upon audit. The IRS' #1 weapon is poor record-keeping by taxpayers. When audited, taxpayers with lousy records or substandard books lose billions of dollars in legitimate deductions every year. If taxpayers cannot prove what their income and deductions were, the IRS will determine such numbers for taxpayers. Here's a big surprise (Not!): the IRS tends to guess high on income and low on deductions- and the courts usually back them up. To add insult to injury, taxpayers pay automatic penalties and interest for failure to keep adequate books and records. The best tax planning from the most expensive advisors is worthless if a taxpayer cannot convincingly and accurately demonstrate his income and deductions.

Finally, and most importantly, the books tell the story of your business - that's why they're called "the books". No matter how good your "gut feel" for your business' performance, if your books are not properly kept, you

do NOT know how your business is truly doing. It is inconceivable that a business owner could make informed decisions without knowing his business' assets, liabilities and income.

Taxes are moot if the business makes no profit due to poor or incomplete information. This material will allow you to track your real estate business on a **per property basis**. You will know **exactly** what you have in **each** property, and **exactly** how much you've made (or lost!) on **each** property. Knowing how each property is performing will improve your decision making and increase your profits!

Bottom line: Consistently good business can only flow from good information, and good information flows from good book-keeping. Lousy books increase professional fees and taxes- or make those expenses moot by killing the business altogether. This publication will enable you to write the financial story of your real estate business and increase your profits, while keeping as much as possible out of the hands of the IRS.

For People Who HATE Accounting

Most real estate investors are far more interested in making money on RE deals than in learning the intricacies of tax law and accounting entries. This workshop and course book are for you. You may read the workshop course book as a normal book, cover to cover (I'm not responsible for any resulting forehead bruises - from hitting the desk - or related drain damage)...or you may use it as a reference work, in portions, as and when needed. If you opt to read it piecemeal (I would), I suggest reading this chapter first, in its entirety. It will give you the 50,000 foot overview needed to understand

