



Fall Newsletter

OCTOBER 21, 2015

SPECIAL POINTS OF INTEREST:

- **Annual conference November 16, 2015! Early bird registration, October 31.**
- **Volunteers needed to serve on the board**

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President's Message

Greetings to my fellow Utah tax professionals and NATP members! As we move deeper into autumn, we all know that we are also moving closer to the start of another tax season. We begin to plan for next year, and part of that planning includes getting current on tax law changes, and making sure we have enough CE credits to maintain our EA or other credentials.

For me, ever since I started my own tax practice, an important part of my annual tax training has been the NATP/Utah Chapter conference every November. I want you to know that your elected board members have been working hard all summer to select qualified presenters, choose topics, arrange for a comfortable venue, and present an enjoyable and worthwhile conference experience. We invite you to take advantage of this opportunity to pick up a few more CE hours before the end of the year.

This year we also have some special additions to our usual conference agenda as we celebrate our chapter's 25th year of membership in the National Association of Tax Professionals. We have some extra treats planned for the occasion and look forward to sharing them with you.

Finally, please be aware that we have set up a chapter Facebook page that we hope will be helpful in keeping you, our members, informed about chapter goings on, current tax and accounting issues, and maybe a little professional humor. Check us out at <https://www.facebook.com/NATPUtah> and Like our page. Visit often! Hope to see you November 16!

Bill Brough, President NATP Utah Chapter

Conference Schedule and Speaker Bios

- 8:00 am to 8:30 am Check in and Continental Breakfast
- 8:30 am to 10:10 am *What To Do When a Client Dies: Final Tax Returns; Trusts and Estate Returns* Presented by Paul W. Jones, CPA, JD
- 10:10 am to 10:30 am Break
- 10:30 am to 12:10 pm *Foreign Earned Income: Income Exclusions and Other Tax Issues for Expat Workers* Presented by Paul W. Jones, CPA, JD
- 12:10 pm to 1:00 pm Lunch (provided)
- 1:00 pm to 2:00 pm Chapter Annual Business Meeting and Volunteer Nominations
- 2:00 pm to 2:10 pm Break
- 2:10 pm to 3:00 pm *S Corporation Ownership Change* Presented by Loretta Dorman, EA
- 3:00 pm to 3:15 pm Break
- 3:15 pm to 4:55 pm *Understanding Common IRS Penalties* Presented by Loretta Dorman, EA

7 CPE Credits Total



Paul Jones concentrates his practice in tax, estate planning, wills, trusts and probate. He has also assisted clients in the areas of business and real estate matters and has experience in a wide array of transactions. Paul frequently practices before the United States Tax Court and the Internal Revenue Service. Paul is an attorney and a licensed Certified Public Accountant. Paul graduated from the University of Utah with a law degree and a B.A. in accounting. He also received a Masters of Professional Accountancy from Weber State University.



Loretta has over 26 years of experience in accounting and tax planning, with businesses as well as individuals. As a Financial Manager for a Fortune 500 Company, she was responsible for a 145 million dollar annual budget. As an independent consultant, she manages multiple projects to improve her clients' financial reporting capabilities. Loretta was an Honorary Professor at the University of Denver Business School, where she taught an MBA class focused on analyzing financial statements. She founded Pioneer Tax Services, LLC in 1996, a personal tax preparation business in Colorado which later became Wealth Baristas, LLC. Loretta holds a BS in Management and Accounting from Long Island University and a Masters Degree in Marketing from Adelphi University in New York.



**NATP Utah Chapter
Annual Conference**
November 16, 2015
8:00 – 5:00

Salt Lake Community College
Larry H Miller Center
9750 S 300 West
Sandy UT 84070

Name: _____ Member ID#: _____
 Designation(s): _____ License #: _____ PTIN #: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Email: _____ Phone: _____
 Emergency Contact Name & Phone Number _____

| Registration Fee | | After 10.31.15 |
|------------------|-------|----------------|
| NATP Member | \$140 | \$160 |
| Non-Member | \$160 | \$180 |

Note: Meal is included with registration.

REGISTRATIONS MUST BE RECEIVED AT NATP BY CLOSE OF BUSINESS NOVEMBER 13, 2015
 AFTER THAT DATE, PLEASE REGISTER AT THE DOOR.

Payment Method: Credit Card or Checks made payable to NATP

Name as it appears on CC: _____
 CC #: _____ Exp. Date: _____
 Signature: _____

How To Register:

Mail To: NATP, PO Box 8002 Appleton, WI 54912-8002
Phone: 800.558.3402, Ext. 3
Fax: 800.747.0001
Online: <http://www.natptax.com/Chapters/Pages/UtahChapterEducation.aspx>

Cancellation Policy: To cancel your registration, you must notify NATP no later than November 6, 2015 to receive a refund. Cancellation fee is enter \$60.

We need you! ... But why volunteer?



There are three openings for board members this year. We will be taking nominations from the floor at the annual conference. The term for a board member is three years. The board has meetings about six times a year. There are tutorials on the NATP website and other board members are always willing to help you learn your responsibilities. The following are some of the current board members' reasons for serving on the board and the benefits they feel they've received for doing so. We hope their words will inspire you to serve!



My name is Bill Brough, and I currently serve as President of the Utah Chapter of NATP. I originally joined NATP for two reasons: education, and marketing. Like all tax professionals, it is important to me to stay current with the changing tax code, and NATP is a big part of how I take care of that. But when I started my practice, membership in NATP was also part of how I marketed myself. With no licensing requirement in Utah, how could I convey to potential clients that I was a qualified professional. Membership in NATP features prominently on my website, my business cards and other marketing materials.

I am now in my second term as a board member. Why do I serve? What benefits does my service give me? Well, in part, the answers are the same. For starters, I make sure that my positions on the board are clearly stated on my website. If membership in NATP signals my professionalism, how much more does a significant administrative position in NATP? I don't doubt that a potential client, seeing that I'm a member of the local board of directors, or serving as Vice President or President, draws the conclusion that I'm a serious and highly motivated professional, and in fact, I have had people tell me that it was one of the things that impressed them about me when they visited my website.



Likewise, I benefit from education as a board member, and I don't mean the kind that gives CPE credits. Rather, I associate with other professionals, some with many more years of experience than I have. I learn from my interactions with them in numerous ways, and often take advantage of their insights to answer questions about tax returns, office management tips. I consider several of them as mentors to me, in addition to which my fellow board members are great people and I enjoy our association together. But most importantly I serve because I know this is a volunteer organization. I truly believe that if I expect to benefit from what others have done for me, I must take my turn and give service for the benefit of all. A term is only three years, and does not conflict with the tax season. We need you. You will grow and we will all be better for what you have to offer.

Why volunteer, continued from pg 4

I have served on the NATP Utah Chapter board of directors for 12 of the last 15 years. I have served as a board member as well as chapter Vice-President and President. The board's primary responsibility is to plan the annual conference and training seminar. We generally meet once a month between May and October and usually have a social with our spouses around Christmas.

While the board position is an unpaid position, I feel like it has been a good investment of my time. I have made many long lasting friendships with local tax professionals, and by attending the National NATP conference I have also made a lot of friends with tax professionals from around the country. As a sole-practitioner it is good to have professional relationships with other practitioners to be able to ask a question or discuss a problem. I think that the opportunity to network with other tax professionals is one of the biggest benefits I have realized by serving on the chapter's board of directors.

Although NATP is the largest national tax preparer organization, and does have paid staff that work in the national office in Wisconsin, everything at the local chapter level is run by unpaid volunteers.

The Utah Chapter needs leaders who are willing to give a few hours of your time each year to make the chapter better. If you care about your profession and would like to make the organization better, you will also benefit in the long run by serving on the board of directors.

Dave Paice, EA

I have been a board member of the Utah Chapter of NATP twice for a total of 4 years. Being a board member of the Utah Chapter has given me many opportunities that I would otherwise not have had. First of all I have had the opportunity to work more closely with and learn from some of the other great tax preparers in our state. It's great to get to know other preparers well enough to feel that I can call them to bounce questions and ideas off of them as well as have people I know well and trust to refer clients to for work I do not do myself.

As a board member I also have a more direct influence over what educational topics our chapter presents at our annual conference.

I find that my clients perceive me as being more professional and better educated when they know that I not only belong to an organization like NATP, but that I also serve on the state board and take a greater interest in the larger scope of my profession.

These are just a few of the many reasons I have chose to serve on the Board of the Utah Chapter of NATP.

William R. Spencer E.A.



Why volunteer, continued from pg 5

I am a sole practitioner and joined NATP for their education and support resources and to be able to meet and network with other tax practitioners. It wasn't until after joining that I recognized the benefits of marketing myself as our president Bill mentioned. I was perceived with more professionalism and seriousness as a tax preparer by my clients and potential clients. I was attending one of the annual conferences about nine years ago when a man I didn't know nominated me to serve on the board. I was surprised, flattered, and a bit nervous, but accepted the challenge. Thank you Eddie Baker for nominating me! I have served three terms on the board now and have enjoyed my time there. I have enjoyed my association with the other board members in planning our annual conferences over lunch, discussing problem tax returns and getting advise with things in which I'm not as affluent as others may be. I have enjoyed working with National as I have prepared newsletters and communications for the chapter. They are very helpful and willing to teach you everything you need to know. My feelings of the benefits of serving are theses: A greater professional status perceived by my clients, awesome friends and mentors, and a feeling of accomplishment in giving back to the organization that has given me so much. I encourage you to serve!

Darlene Bennett, EA

Before I discovered that Utah had an NATP chapter, I attended a NATP training seminar in Hawaii. I was impressed by how professional and knowledgeable the presenter was. At that conference I learned that Utah had an NATP chapter that met in Salt Lake City. I signed up for the fall conference and was again impressed with the organization. I began serving on the board the next year. Besides respecting the organization, I thought Utah County should be represented in the Utah Chapter. Now I serve on the board because I serve with phenomenal people who work together to help tax professionals in Utah obtain great training at an affordable price. I enjoy the camaraderie we share as we work together in accomplishing this goal. Representing Utah at the National Convention (where all the chapters come together) has also been a rewarding experience. We hope this year to have Utah represented on the National board.

Thank you for your support as I served on the board.

Kris Hoffman, EA

Why Volunteer, continued from pg 6

Serving on the board offers me an opportunity to help direct the role of the NATP and impact other members. It gives me a better understanding of what the NATP does and how it benefits its members. Since becoming a board member I have come to appreciate what NATP has to offer. It also helps me expand my professional network and help other tax professionals.

Renaе Olsen, CPA



Don't forget to order your tax books!

The Tax Book and QuickFinder are teamed up with NATP to offer it's members a discount on their products. As a bonus, NATP Utah receives \$5 for every book purchased using the NATP discount code!

When ordering from The Tax Book, use **Promo Code 430**

When ordering from QuickFinder, use **Promo Code Q680**



Utah NATP Board Members and Contact Information

- William Brough, President—bbrough1040@gmail.com
- Kris Hoffman, Vice President and Education Chair—krisjhoffman@gmail.com
- Renae Olsen, Secretary—olsentax@comcast.net
- Allan Darrington, Treasurer—adarr@abdservices.com
- Darlene Bennett, Newsletter Chair—b2b.bennett@gmail.com
- David Paice, Education Vice Chair—dave@paicetax.com
- William Spencer, Board member—will@spencertax.com