



# WILLARD J. DE FILIPPS, CPA

## *CONSULTANT TO AUTO DEALERS' CPAs & EXPERT IN LIFO*



### **SEMINAR TEACHER**

A popular seminar leader, Mr. De Filippis shares his understanding of LIFO and other topics in special newsletters, many conferences and seminars.

Mr. De Filippis has presented LIFO and Dealer Tax Issue Update seminars since 1978. He has conducted seminars in-house for CPA firms nationwide, business and trade organizations, state CPA societies and other CPA groups.

### **SPEAKER**

- AICPA National Auto Dealership Conferences
- National Auto Dealers Association (NADA) Conventions
- De Filippis' Annual Dealer-CPA Niche Conferences
- National Association of Buy-Here, Pay-Here (BHPH) Dealers
- Various State CPA and State Dealership trade associations

Willard J. De Filippis, CPA, is recognized as one of the nation's leading experts in LIFO accounting for automobile dealerships. He is widely known for his leadership in addressing the issues surrounding LIFO (Last-In, First-Out) inventory implementation. A CPA's CPA, many of his clients are CPA firms that rely on his specialized expertise.

Mr. De Filippis has been an expert witness in legal proceedings involving LIFO and automobile dealership accounting issues. His practical experience includes representing LIFO applications during Internal Revenue Service (IRS) audits and in appeals channels and participating in technical advice proceedings and LIFO change requests with the IRS National Office.

### **DE FILIPPS UNIVERSITY AUDIO SEMINARS**

*De Filippis University* is a program of comprehensive Audio Seminar offerings that are a distillation of the experience Mr. De Filippis has accumulated over the years. These in-depth, technical audio seminars are addressed to specific topics (1) that generally are not available from other sources and (2) which experienced practitioners often do not have the time to incorporate into their mentoring responsibilities to newer or younger staff persons.

All *De Filippis University* audio seminar program offerings are presentations created by Mr. De Filippis during which he discusses in-depth, technical and practical insights and also his conclusions, practices and suggestions for dealing with troublesome aspects of the topics covered.

### **PUBLICATIONS**

- **Dealer Tax Watch** - A periodic update for CPAs discussing current IRS tax rulings, audit developments and court decisions that affect auto dealers and dealerships. Contains strategic planning observations and *Practice Guides*. Published since June 1994.
- **LIFO Lookout** - A periodic update providing a comprehensive look at how current IRS rulings, audit developments and court decisions affect LIFO elections, computations & practices. Published since March 1991.

The complete index of all articles is available at [www.defilippis.com](http://www.defilippis.com).

### **LEADER & INNOVATOR**

Recognized as an innovator, Mr. De Filippis has been instrumental in the founding and organization of three different Dealer/CPA Resource Groups for CPAs serving auto dealers, all of which are still active ... the *AutoCPA Group*, *Driving Force* and the *NAADA, National Alliance of Auto Dealer Advisors*.

For four years, 1998 through 2001, Mr. De Filippis organized and coordinated unique annual national conferences for CPAs and other professionals serving the auto and truck dealership industries.

Mr. De Filippis spent his first eight years in public accounting in the Chicago office tax department of Arthur Young and Company (Ernst and Young). He was later a tax partner with two national accounting firms before establishing his own practice in 1978. His article, "Developing a Tax Department in a Growing Organization," first published in *The Journal of Accountancy* in June 1974, was selected as an outstanding contribution and included in *Selected Studies in Modern Accounting*.