

**DE FILIPPS UNIVERSITY**

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Address Service Requested

**De Filippis' Year-End 2017 Dealer Tax Update**

November 30, 2017 - Live Webinar

... Earn 2.0 hours<sup>†</sup> of CPE



**DE FILIPPS UNIVERSITY SEMINARS**

*Practical Tax Updates, Insights & Training for Dealership CPAs & Controllers*

***De Filippis' Year-End 2017  
Dealer Tax Update***

***Tax Strategies & IRS Activities***

**November 30, 2017**

**1:00 PM - 3:00 PM Eastern**

*Live Webinar*

***\$369 for the Live Presentation + 1 CPE Certificate***

*(A 15% discount applies for University Members)*

Visit us at [www.defilipps.com](http://www.defilipps.com) for more on our upcoming  
Virtual Seminars & our Library of available Program Recordings

## DE FILIPPS' YEAR-END 2017 DEALER TAX UPDATE

Nov. 30, 2017  
1:00 to 3:00 PM  
(Eastern)

For more than 25 years, Willard J. De Filippis, CPA has been presenting his annual Year-End Dealer Tax Update seminar for automobile dealerships and their advisors.

Again this year, Mr. De Filippis will focus on this year's major tax developments, cases, IRS audit activities and planning strategies and opportunities that dealership advisors should consider to enhance their year-end planning discussions with dealers.

**Learning Objectives:** After completing this general review/update course, participants will be updated on major year-to-date tax developments affecting dealerships with regard to the Topics below. They will be able to apply this information to recognize planning opportunities and avoid ill-advised actions.

### Program Content Topics:

- \* Dealer Producer-Owned Reinsurance Corporations (PORCs)
  - What's all the fuss about?
  - 2017 cases suggesting that IRS mistrust of certain PORCs is not misplaced
  - What affect should heightened IRS scrutiny have on dealer PORCs?
  - **The devil's in the details** ... A crucial change made by the *PATH Act* affecting PORCs
- \* Tax treatment of payments made by Volkswagen to dealers participating in the settlement of the dealership class action against VW
- \* LIFO inventories ... Planning & year-end projections for continuing LIFO elections
- \* Summaries of selected tax issues presentations at the 2017 AICPA Auto Dealership & National Tax Conferences
- \* Dealership transitions ... Buy-sells & Blue Sky multiples
- \* H.R. 1 ... Overview of *Tax Cuts and Jobs Act of 2017*
- \* Other reminders and significant issues, developments, tax cases, IRS guidance

Register at [www.defilippisuniversity.com](http://www.defilippisuniversity.com)

**De Filippis University Members** ... Your 15% Member discount will apply to your site registration and to recording purchases. Please contact us at [university@defilippis.com](mailto:university@defilippis.com) if you have not yet received an e-mail with your Member discount code. *Not a Member?* Visit [www.defilippis.com](http://www.defilippis.com) or e-mail us at [university@defilippis.com](mailto:university@defilippis.com) for more information.

### How De Filippis University Webinars Work

Willard De Filippis' live webinars (web-based seminars) require a computer with a fast internet connection and speakers (or headset capability). Before the seminar, registered participants receive an e-mail with access instructions and a link to the pdf file of the webinar course materials. For a per-site registration fee of \$369, an unlimited number of attendees at a physical site can participate in the webinar via a shared computer set-up. (Please visit <http://www.defilippis.com/webinars> for all system requirements.)

**Questions & Answers:** Ample time will be provided for participant questions and answers. Mr. De Filippis welcomes questions e-mailed in advance of the seminar to [will@defilippis.com](mailto:will@defilippis.com).

**Certificates of Completion/Attendance for CPE purposes are available.** For this seminar, one (1) Certificate of Completion/Attendance is included in the site registration fee. Additional Certificates may be purchased for any participant listening at your site for an additional fee of \$35 per Certificate.

### Continuing Professional Education Information

**Field of Study:** Taxes ... For this seminar, applications are exclusively for CPAs, dealership controllers and other advisors to franchised automobile, truck and other equipment dealerships.

**Learning Objectives:** See above.

**Program Content Topics:** See above.

**Program Level:** Update.

**Program Prerequisites:** None. However, having at least 1 year of solid experience working with dealership tax issues is helpful.

**Advance Preparation Needed:** No advance preparation is required. A detailed course outline and supplementary reference materials are provided to participants prior to the presentation (via an Internet link to a printable PDF file).

**Recommended Continuing Professional Education (CPE) Credit:** 2.0 hours<sup>†</sup> for participation in this live seminar. (Please note that one 50-minute period is equal to one CPE credit.)

**Delivery Method(s):** Group-Live, Internet Based (i.e., Webinar) with "Question & Answer" time provided throughout the session. To hear this live webinar, participants only need computer with a fast internet connection and speakers (or headset capability). The URL and valid course code (which will be provided prior to the live presentation) are necessary in order to access and print the course materials.

**Course Registration Requirements:** None, other than registration through [www.defilippisuniversity.com](http://www.defilippisuniversity.com) and payment of the \$369 site registration fee (per seminar). An unlimited number of attendees at one site location can participate, be updated and ask questions on these important topics. One site registration provides access for one computer.

For more information regarding **System Requirements, Refund, Complaint and Program Cancellation Policies**, please contact our offices at (847) 577-3977 or visit [www.defilippis.com](http://www.defilippis.com).

### Seminar Leader & Course Developer:



**Willard De Filippis, CPA** is recognized as one of the nation's leading experts in dealership tax issues, including the application of the LIFO inventory method to dealership inventories. He is widely appreciated and recognized for his astute analysis of current developments and for his willingness to share his conclusions, practices and practical suggestions with other practitioners.

Mr. De Filippis has over 45 years of experience as a consultant to CPA firms in automobile dealership matters and LIFO (Last-In, First-Out) inventory valuation issues. His experience has been consolidated into the *De Filippis University*, an online resource center for automobile dealer CPAs. He is a frequent speaker at national association meetings and conferences, including NADA and the AICPA National Auto Dealership Conferences and was the editor and publisher of the *Dealer Tax Watch* and the *LIFO Lookout* from 1992 through 2012.



<sup>†</sup>Willard J. De Filippis, CPA, PC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org).

### Program Recordings Available<sup>‡</sup>

CD Recordings of the full 2-hour webinar (which includes a PDF file of Mr. De Filippis' detailed presentation outline and all supplementary materials) are available for purchase. For seminar registrants, the price for purchasing these 2-hour Recordings is \$269; for non-registrants, the price is \$369. Please visit [www.defilippisuniversity.com](http://www.defilippisuniversity.com) or call 847-577-3977 for assistance. (The CD recordings ship 7-10 business days following the live airing of the presentation.)

**Restrictions:** CPE Certificates of Completion / Attendance are **not** available in connection with the disc Recordings of these presentations. Also, these recordings are **not** currently available for purchase by individuals / firms who are residents of Illinois.