

**DE FILIPPS UNIVERSITY**

Willard J. De Filippis, CPA  
317 W. Prospect Avenue  
Mount Prospect, IL 60056  
www.defilipps.com

*Online Registration at [www.defilippsuniversity.com](http://www.defilippsuniversity.com)*

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**De Filippis' Mid-Year 2018 Dealer Tax Update**

*July 17, 2018 - Live Webinar  
... Earn 2.0 hours<sup>†</sup> of CPE*



**DE FILIPPS UNIVERSITY VIRTUAL SEMINARS**

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

## *De Filippis' Mid-Year 2018 Dealer Tax Update*

**July 17, 2018**

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

*Live Webinar*

***\$375 for the Live Presentation + 1 CPE Certificate***

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

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Virtual Seminars & our Library of available Program Recordings

## DE FILIPPS' MID-YEAR 2018 DEALER TAX UPDATE

July 17, 2018  
1:00 to 3:00 PM  
(Eastern)

In this Mid-Year Update live webinar, Willard J. De Filippis, CPA will cover major recent tax developments affecting auto dealerships and provide information, suggestions and news and views that you can apply to enhance your dealership consulting and tax practices.

If you haven't already completed all of the individual and business tax returns for your dealer clients, you'll come away from this seminar with ideas you can incorporate – in one way or another – in the 2017 returns when you finalize them over the summer months ... Especially for those who want to take advantage of the lower income tax rates starting in 2018.

**Learning Objectives:** After completing this course, participants will be updated on major year-to-date tax developments affecting dealerships and will be able to apply this current information to their summer and fall consulting activities with their dealership clients. Participants will also be better able to recognize planning opportunities and avoid situations where actions may be ill-advised.

### Program Content Topics:

- \* Overview of *TCJA of 2017 – Provisions of Special Interest to Dealerships*
- \* Biggest tax benefit available for some dealerships resulting from *TCJA's* lowering of tax rates for 2018
- \* Producer-Owned Reinsurance Companies – Recent developments
- \* Developments affecting dealerships using LIFO to value inventories
- \* Dealership transitions ... Buy-sells, multiples & activities
- \* Other developments, including IRS guidance on changes in accounting methods, Rulings and Notices

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

### 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 \$375, an unlimited number of attendees at a physical site can participate in the webinar via a shared computer set-up. (Please visit <http://www.defilipps.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@defilipps.com](mailto:will@defilipps.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.defilippsuniversity.com](http://www.defilippsuniversity.com) and payment of the \$375 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.defilipps.com](http://www.defilipps.com).

### Seminar Leader & Course Developer:



**Willard De Filippis, CPA** 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. All of his experience has now been consolidated into [De Filippis University](http://DeFilippisUniversity.com), an online resource center for automobile dealer CPAs. He is editor and publisher of the *Dealer Tax Watch* and the *LIFO Lookout* and a frequent speaker at national association meetings and conferences, including NADA and the AICPA National Auto Dealership Conferences.

Mr. De Filippis 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.



<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).

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