

Sponsored by Buxmont Chapter PSTAP

Buying and Selling a Business—Critical Tax and Structuring Issues—Surgent Friday, June 23, 2023

Radisson Hotel Philadelphia Northeast
 2400 Old Lincoln Highway
 Trevose, PA 19053
 (1/4 mile South of PA Turnpike Interchange 351)
 Hotel Phone: (215) 638-8300

Registration: 7:00 am
Seminar: 8:00 a.m.–4:30 p.m.
CPE: 8 Hours Federal Tax
Speaker: Susan Smith, CPA

- 👉 **Early Bird: Member's Only Special (Postmarked on or before June 2, 2023): PSTAP Member: \$250**
- 👉 **Regular Rate: (Postmarked on or after June 3, 2023): PSTAP Member: \$295 Non-Member: \$335**
- 👉 **Webinar Option: PSTAP Member: \$275 Non-Member: \$300**

- Registration fee includes digital seminar workbook, continental breakfast, lunch & refreshment breaks
- REGISTER Online www.pstapcpe.com or Mail check payable to Buxmont Chapter PSTAP, Attn: Seminar Registrations, 150 Corporate Center Dr., Ste. 205, Camp Hill, PA 17011 or FAX to 717-614-8663
- Seminar Confirmations—Sent upon registration, via email only—please provide your email address below
- Questions??? Contact PSTAP Executive Office at 1-800-270-3352 or by email at info@pstap.org
- Refund Policy: Cancellations received after **June 17, 2023** will be refunded less a \$30 service fee. **No refunds will be issued to no shows.**

Registration Form: (one form per registration—photocopy for additional registrants)

REGISTRATION DEADLINE: 6/17/2023

First Name _____ MI _____ Last _____ PSTAP ID #: _____

Firm: _____ Phone: () _____

Street Address _____ City _____ State _____ Zip _____

Email Address _____ License Number—CPA/PA—Required _____

- Meal Choices—Please Choose One:**
- Grilled Chicken Florentine with Spinach Cream Sauce
 - Pan Seared Salmon, Lemon Caper Sauce
 - Vegetarian—Israeli Cous Cous and Vegetable Stir Fry Eggplant
 - None

Early Bird Member's Only Special (If Postmarked on or before June 2, 2023): Member Fee: \$250

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Send me an application to join PSTAP—Join prior to seminar and pay the member rate!

Check in the amount of: \$ _____ Enclosed—Payable to Buxmont Chapter PSTAP—Mailed to the above address

VISA/Amex Acct # _____ Exp: _____ CVV: _____

MASTERCARD Acct # _____ Exp: _____ CVV: _____

Signature: _____

**** Separate check requested for each event. Please do not combine meeting & seminar fees on same check.**

IRS:

JUNE23BUX Surgent Buying & Selling 0206123
•No show, no refund •All topics subject to change

Buying and Selling a Business—Critical Tax and Structuring Issues—Surgent Course Description:

Please note: If you choose the CPE only option for this meeting, you are choosing to attend virtually via webinar. Webinar Bundle not valid on this webinar.

Overview: One of the major transactions CPA clients are faced with is the purchase or disposition of a business. To help tax professionals advise those clients, this course offers a comprehensive analysis of the business and tax aspects of buying and selling a business. It is a practical guide to help practitioners and industry CPAs understand structuring techniques. All CPAs, including controllers and executives in industry, should understand how difficult the process of buying and selling a business has become.

Major Topics: An overview of the business evaluation process, Negotiation points and goals from buyer and seller standpoints, An overview of confidentiality agreements, memorandums of understanding, and asset purchase agreements, Recognizing the need for due diligence in acquisitions, including checklists of important points, Deemed asset sales – §338 and §338(h)(10), The use of “F reorganizations” in lieu of §338(h)(10), The impact of the §197 amortizable intangibles regulations on the acquisition and disposition of a business, Allocating purchase price for tax advantage, Impact of the net investment income tax (NIIT) and the §199A pass-through deduction on the tax due on the sale of a pass-through entity, Changes in strategy under the new tax laws, Liquidation as an alternative to the sale of a business, Planning to avoid double taxation, Special problems and opportunities when an S corporation is the buyer or seller, Installment sale and interest issues, Avoiding tax pitfalls and recognizing tax planning opportunities.

Learning Objectives: Understand the factors that must be considered for due diligence and developing a valuation, Understand the goals and methods of negotiating the final purchase price, Identify the different tax consequences of various forms of acquired businesses, including the impact of the net investment income tax (NIIT) and the §199A pass-through deduction, Appreciate §338 and §338(h)(10) elections and the benefits of installment sales, Learn how strategies have changed under new tax legislation, Understand the required reporting to the IRS regarding the purchase or sale of a business and how to complete the forms.

Designed for: All practitioners who will be involved in the sale of a business.

Speaker Bio: Susan Smith manages her own firm specializing in tax planning for individuals and business owners and is also a frequent speaker at tax conferences. Smith was a Senior Manager in the tax departments of Price Waterhouse and Peat Marwick (the predecessor of KPMG). While at Price Waterhouse, she also held the national specialist designation for the real estate and partnership tax practices. During her time at Peat Marwick, Smith led the real estate and tax practices locally. She was an associate adjunct professor at Widener University in the master’s taxation program. Her ratings have consistently exceeded 4.8 on a scale of 5.0. Smith is a four-time recipient of the James L. McCoy Discussion Leader of the Year Award for excellence in teaching. And in 2015, 2016, and 2018, she received the Surgent Outstanding Discussion Leader Award because of her consistently high evaluations for knowledge and presentation skills. Smith earned her Bachelor of Business Administration degree with an accounting concentration, from the University of Toledo.