



The Bulletin



East Bay Association of Enrolled Agents
*To Enhance and Protect the Professional, Economic, and
Educational Interests of all Enrolled Agents*

October, 2006

General Meeting

NEXT MEETING Wed, October 18, 2006

Place: **PLEASANTON Crowne Plaza Hotel**

Go to <http://www.ichotelsgroup.com/h/d/cp/1/en/hd/ccrig>
then click on Map/Directions for personalized directions

4:30 Board Meeting

6:15 Hospitality

6:45 Dinner Buffet

8:00 Program:

Cost: \$35.00 with reservation by 5pm Friday 10/13
\$45.00 without reservation

Reservations: (800) 617-1040 or (925) 691-1866
email: registration@ebaea.org

STANDING RESERVATIONS

Our Chapter maintains a "Standing Reservations" list for those EAs who attend most monthly meetings. If you are on this list, you need to contact the Chapter office only if you will NOT be attending the meeting. If you wish to be added to or removed from the "standing reservations" list, call (800) 617-1040

October Topic: Common Misunderstandings of Clients and How to Respond

by Charleen Daefield EA, CPA, Program Co-Chair

Did you have a client this year that wanted to do income averaging? Or wanted to roll over the gain from their old residence into their new residence? Or, my aunt gave me this stock and it was worth \$ on the date of gift. How do you respond? How do other tax professionals handle these situations?

This month, Leonard W. Williams, EA, CPA will be addressing these and other client misunderstandings and how to respond to them. Bring your favorites

PRESIDENT'S MESSAGE

by Bonnie Buhnerkempe EA, CFP®, CSA

I can't believe it is October and the end of the extension period. If you are like me, you are still trying to get information from clients so the returns can be done.

People ask why they should be a member of the East Bay Chapter of Enrolled Agents; I can think of several reasons: The first reason is our education. Did you hear all of the laughter and the learning that was going on at the last dinner meeting? Tax Talk's 3 days of education is right around the corner, if you haven't already registered you may be too late. Second is support both for a particular question and knowing you are not alone in this crazy business. Have you been to a small group meeting? What a great way to get to know people a few at a time. The small groups are growing in attendance and the number of small groups going on. This is a great place to ask the off the wall question or just help someone with the off the wall answer because someone else has a client like yours and you have already researched the answer. My third and probably most important reason is because you can help someone else when they need help or accept help when you need it. None of us know when something may happen to us or a family member and we need help to get the work done while decisions are made.

This month our chapter's communication team lead by Walter Nyguard will go to Scott's restaurant for a professional "Meet the Firms" hosted by Cal State East Bay. This gives college students a chance to see and talk to people who work in the fields they want to go into. Some of the students are looking for work – do you have a job that needs to be filled? In addition to finding possible employees this is a great way to make sure they get a chance to see EAs as The Tax Professional. If you have a job opening that you want posted please let Walter know.

I will see you at Tax Talk.

and we will discuss alternative responses that will be informative and entertaining.

Len is the founder and owner of the oldest existing EA/CPA firm in Sunnyvale. He was the 3rd president of NAEA and was the charter president of the Greater Bay Area Chapter of NAEA, the precursor of the East Bay, Golden Gate and Mission Chapters. He is frequently quoted on tax matters in the "San Jose Mercury" newspaper.

Come and listen to the wit and wisdom of Len Williams and learn from the interactive discussions at this month's meeting.

EBAEA AMBASSADORS

In an effort to promote networking and member retention, the East Bay chapter is launching an exciting opportunity. We are looking for Ambassadors to "work" the monthly dinner meetings. The role of the Ambassador is pretty simple: 1) When a new member comes to their first few meetings and is trying to get to know people, be willing to introduce them around, invite them to sit at your table, and include them in conversations. Have you considered yet a way to be involved? Is this something you can do? Well, can you answer warmly when a stranger comes to ask you a question? Can you introduce people? If you said yes, you could be an Ambassador! And best of all, this does not require a once-a-month-for-a-whole-year commitment. Can you do this for at least 3 meetings a year? This will also be a great way for YOU to meet some of the new members that come in and be instrumental in making them see the benefit of coming back.

If this Ambassador Program sounds like something you can help us with, please contact Judi Gilmer, EA at 925-373-1468, or call the Chapter Office at (800) 617-1040. No one should ever leave a dinner meeting feeling like an outsider. The East Bay Chapter is about Education and Networking, and the first contact for that is at our dinner meetings. You CAN make a difference in another EA's career!

QUICKFINDERS SPECIAL DEAL!

by Diann Gross EA

Due to past difficulties with the deliveries of some of the orders, I had a meeting with the Quickfinders sales people, and I have made special arrangements with them this year. All orders with **our code (Q521)** on them will be **special group-priced** and will be **sent directly to you!** (Be sure to use the **GROUP PRICE on your order.**) **The Deadline will be 12/1/2006.** Quickfinders will also be **donating \$5 per book to scholarship at CSEA.** I am sure this will speed things up and be much more efficient for you this way. I urge you to make your orders early using the **special code: Q521 See special forms below.** Please call me at (925) 736-3853 voice/fax with questions.

NAEA Political Action Committee – A Primer

Did you know NAEA has a PAC? Do you know what a PAC is? If the answer to either of these questions is no, then you're not alone and you've come to the right place to find out.

Earlier this year, NAEA started a Political Action Committee (PAC) in order to contribute to federal election campaigns. Because federal law prohibits member organizations (like NAEA) from making direct contributions, PACs were created for association members to pool financial resources and collectively support candidates who share their positions on critical issues.

NAEA started a PAC to help elect to the U.S. House and U.S. Senate candidates who support policies that are favorable toward enrolled agents. With a completely non-partisan approach, NAEA PAC will work with both Democrats *and* Republicans, giving enrolled agents another voice in Washington, DC.

The PAC is administered by NAEA staff and its operations are overseen by a PAC Steering Committee, made up of five NAEA members. Disbursements to candidates are made based on a stringent set of criteria and must be approved by the Steering Committee. In a nutshell, NAEA PAC intends to support incumbent members of Congress who sit on the tax-writing committees.

Since March, NAEA PAC has raised over \$13,000 from over 120 NAEA members. The Steering Committee has approved the first two disbursements, which will be made prior to this November's elections. For more information about NAEA PAC, please visit www.naea.org

REMINDER - NEW DINNER POLICY

As most of you know the cost of everything keeps going up and we have been trying to keep the price of the dinner meeting low which means we have been losing money. Since that is not a financially responsible thing to do, at the February Board meeting we had a good debate on how to handle the situation. The conclusion was to raise the price of the dinner meeting but to have a larger discount if you register on time. Therefore, the cost of the dinner meeting effective May 2006 is \$45 but there is a \$10 discount if you register by 5:00PM the Friday preceding the meeting. If you have a reservation and need to cancel, you must do so by 5:00PM on the Friday preceding the meeting to avoid being charged. If you register at the door the cost is \$45 as long as there is room (so if you register early, the price is only \$35). **IF YOU MAKE A RESERVATION AND DO NOT ATTEND YOU WILL BE CHARGED FOR THE DINNER YOU ORDERED.**

STANDING RESERVATION DINNER LIST

Now that the new fiscal year is here, the Chapter office needs to update the Standing Dinner Reservation

list. If you are now on the list and would like to be taken off or would like to be put on the list, please call the Chapter office. Those who are on the Standing Dinner list, only have to call the Chapter office when you **can not** attend a monthly Dinner meeting. Note that if you are on the list and DO NOT cancel your reservation, you WILL BE CHARGED for the dinner we have to buy, regardless of whether or not you attend the meeting. Finally, if you are on this list, please check each month to see if you need to tell us your choice of entrée.

FLASH NEWS - DAMAGES NONTAXABLE!

IRC Section 104 says that damages for non-physical injuries are fully taxable and not excludable under Section 104. The law was changed to this effect in 1996. In a very interestingly reasoned opinion recently, the DC Circuit Court of Appeals held that this provision is UNCONSTITUTIONAL except where the damages are for lost wages or similar compensation. Thus, for example, if they are awarded in a tort type action for loss to reputation, the DC Court would hold them non-taxable pursuant to the 16th Amendment to the Constitution. If you have clients that might be affected, you should check your research service for more information.

TAXTALK 2006

by Diane Jaworski-Faulhaber EA

The joint brochure for the fall seminars for North Bay, Golden Gate and East Bay chapters was sent out at the end of August. There are a couple of minor changes to our program that were not in our chapter registration mailing. We now have an IRS speaker, Alan Hatcher, from TIGTA (Treasury Inspector General for Tax Administration, which oversees IRS operations). Alan will be concentrating on Circular 230 and 470 for our two hours of ethics.

We have also had a change of speaker for our Real Estate Day on Friday. Unfortunately Jerry Susman has become ill and will not be able to speak for us. We are replacing him with CPA Bob Ching. Bob comes highly recommended by Art Werner. If you have any special areas you would like included in this session, please send me an email. Our speakers are very dedicated to education and are very willing to accommodate our special requests whenever they can.

I am very excited about expanding our seminar to three full days. This is a bold move for our chapter where other chapters are cutting back instead of expanding. But that's us, isn't it?! The East Bay Chapter takes the lead oftentimes!! So get your registrations in as soon as possible to help us better plan for our event. Thanks to those who have already registered and taken advantage of the early bird discount! If you did not get your brochure, please call me at (510) 538-0948 and I'll send you one.

EAS EXEMPTED FROM CONSERVATORSHIP AND GUARDIANSHIP REFORM ACT (SB 1550)

by Bronwyn Hughes, CSEA staff

Senator Figueroa's office heard CSEA, "the voice for all EAs in California", loud and clear and on August 24, 2006, SB 1550 (Figueroa) was amended to exempt Enrolled Agents from the professional fiduciary licensing provisions outlined in SB 1550.

SB 1550 is part of a four-bill package intended to address deficiencies in California's conservatorship system. The bill, if signed into law, would create the Professional Fiduciaries Bureau and would require the Bureau to license and regulate professional fiduciaries.

SB 1550 would require a person acting or holding himself or herself out as a professional fiduciary (as defined in Article 1 of the bill) to be licensed as a professional fiduciary and would require a licensee to meet certain other requirements, including: filing an application for licensure signed under penalty of perjury, passing a licensing examination, payment of licensing fees set by the Bureau, submission of fingerprints for a criminal background check, and annually filing a statement containing specified information under penalty of perjury.

Thanks to the hard work and diligence of your CSEA Legislative Committee, Advocate, and staff, EAs are exempted from the professional fiduciary licensing requirements outlined in SB 1550. (CPAs, and Attorneys are also exempted from the requirements).

CSEA is the strongest voice EAs have in the California Legislature. Advocacy is the cornerstone to protecting your rights to practice in California and it does not happen without the support of Members. The CSEA's Legislative Action Fund (LAF) needs your help!

If you have any questions or concerns, please contact Bronwyn Hughes, CSEA Staff, 800/777-2732, or bhughes@csea.org.

IN MEMORIAM, PRACTICE FOR SALE

We note with great regret the passing of Chapter member and Past President (1993-1994) James W. Hassing Jr. EA. The following is taken from the Contra Costa Times:

"James died June 6, 2006 in Walnut Creek, CA. He was born in Nebraska and raised in Washington State where he attended Eastern Washington University on a basketball scholarship. After serving for four years in the U.S. Army during World War II, he moved to CA and graduated from Golden Gate University with a degree in Business Administration. He was a tax accountant and the owner of an accounting and tax practice located in Alamo, CA."

Although a family member is temporarily handling the modest tax and bookkeeping practice, the prac-

tice is for sale as a turnkey operation or it can be integrated into an existing practice. Condolences and inquiries may be directed to Jim's office number of (925) 831-8945 or to Lauren Hassing at (925) 708-9746.

LEARN ABOUT THE NEW EA EXAM

by Donna Miller EA

The Orange County chapter is hosting an enrolled agent review course. The teacher, Bill Geideman, has volunteered to take the EA test as soon as it is offered in order to get direct experience about the new exam. On Saturday October 14 at 8:30 a.m. he is holding a class to go over the new exam. The fee is \$125. If you know anyone who is interested in learning about the new test and would like to attend this class please have them call Bill at (714) 669-0453. His e-mail: billstaxx@earthlink.net

HELP WANTED

Tax Preparer needed full time during tax season and part time the balance of the year. Quick Books, 10 key by touch, payroll tax reporting and phone skills all very helpful.

Salary based on experience. Located in Danville. Fax resume and salary requirements to 925-855-0844

HELP WANTED

Lodestar Private Asset Management LLC, an independent RIA in Alamo, is seeking an E.A. with an established client base to join our growing wealth management office and provide tax services to our clients. Excellent opportunity for referrals from in-house fee-only CFPs, Investment Advisors, and Estate Planning Attorney. Please contact Scott Miller (925) 838-1234 for more information.

OFFICE SPACE TO LEASE

Office to sublet: Sunny, private 130 sq.ft. air-conditioned office on second floor in prime Rockridge, Oakland location. Share 415 sq.ft. common space with two other tax professionals. Includes access to copier, fax machine and tax library. Walk to BART. Easy freeway access. Available November 1, 2006. \$775 includes all utilities. 510-655-9893. Sheila Khalov, EA

NEW EA LOOKING TO HELP YOU

Yvette Koehler, EA (new member) is willing to do your simple easy returns and take them off your hands. Call (925) 735-2407 or email to ykoehler@sbcglobal.net. I thank you very much, Yvette.

TAX PRACTICE WANTED

EA interested in buying a Tax Practice. Will consider immediately buying part or all of a practice, or a gradual multi-year buy-in transition. Prefer Hayward/Castro Valley/Pleasanton and surrounding areas.

Contact mchang402@cs.com

TAX PROFESSIONAL WANTED

Fremont Business Services Firm seeking year-round degreed tax professional to join our firm. We are looking for a team player with over five years experience preparing individual, corporate, LLC and partnership tax returns. Experience in preparing fiduciary and nonprofit returns is helpful. Candidate must be experienced in QuickBooks and the use of tax software. Enrolled Agent or CPA preferred. E-mail resume to yvonnetbc@aol.com or Fax to 510-657-9503.

OFFICE STAFF WANTED

Full-service tax and financial services firm has an opening for one talented office administrator/junior professional person needed full time during tax season and part time the balance of the year. General office skills preferred, especially good phone skills, and some degree of experience in QuickBooks/basic accounting, basic tax preparation and computer/internet skills will be helpful but not required. The most important requirements are an outgoing attitude and a hunger to learn, as this is a fantastic opportunity to absorb a wide array of knowledge in many different fields. Salary based on qualifications, benefits also offered. Office located in Walnut Creek area. Fax qualifications to 925-691-1041.

CALENDAR OF EVENTS

Mark your calendars

October 2006

18 EBAEA Dinner Meeting
Crowne Plaza Hotel, Pleasanton

November 2006

1-3 EBAEA TaxTalk Seminar
Crowne Plaza Hotel, Pleasanton
15 EBAEA Dinner Meeting
Crowne Plaza Hotel, Pleasanton

December 2006

20 EBAEA Dinner Meeting
Crowne Plaza Hotel, Pleasanton

PRACTICE MANAGEMENT GROUP?

by Duncan Sandiland EA

Put any three EAs together, and pretty soon we'll start talking about practice management and clients. Some of those conversations can be extremely informative, but there comes a time when talking just isn't adequate. Over the last few months, a surprisingly large number of Chapter members have asked me if we could get together some sort of discussion group which could travel to different members' offices to see how things worked there. That sounds like a grand idea.

Since most of my good ideas were originally learned from other people and then adapted to my own changing needs, I will volunteer to be the guinea pig in this project. We are looking for maybe a half-dozen members willing to have some Chapter members visit their office, conduct a tour and answer question about office procedures and related topics. I expect we'd visit one office per month or thereabouts until the end of this year, and each visit might take from one to three hours, depending on turnout and questions. Note that we can also discuss home offices if interest warrants.

All Chapter members are invited to participate, whether freshly minted, heavily experienced or somewhere in between. We might need to put a limit on how many can comfortably fit into some offices, so please respond early for best selection. Call me at (925) 691-1040 for more details.

GOT TOO MANY CLIENTS? WANT MORE CLIENTS?

Every year, some members hit or exceed their capacity. We just have too many clients and too much work to do. Most of these are good quality clients who have come from good referrals, so we feel guilty about saying "no". How do you scale back to more reasonable working hours without losing the value of these clients?

If you fit this profile, and you want to turn these clients (and maybe some of next year's incoming referrals) over to another EA instead of some unqualified shmoe down the street, please call the Chapter Office. We will put you in contact with some Chapter members

who are looking to grow their practices. Suitability, compensation and other issues are up to you to work out – we're matchmakers, not marriage counselors!

Similarly, if you are looking to expand your practice, please give us a call and we'll add you to the corresponding list.

Small Group Tax Meetings

Antioch /Brentwood Every Fri 8:00am
Brentwood Café, Brentwood
Ken Seamann EA (925) 634-8297

San Ramon 2nd Fri, 7:30am
Contact Bonnie for location
Bonnie Buhnerkempe EA (925) 855-0829

Danville Area 4th Tues, 9:30am
Pascals French Oven, 155 Railroad Ave, Danville
Michael Power EA (510) 366-8836

Livermore Area 1st & 3rd Wed, 7:30am
Beebe's Sports Bar&Grill, 915 Club House Dr, Livermore
Richard Goudreau EA (925) 606-6672

Oakland/Berkeley 3rd Fri, 10:30am
Contact Phil for details and location
Philip Fiegler EA (510) 530-1174

So. Alameda County 1st Wed, 9:30am
Dino's, 1 block W of I-880 on Industrial Blvd, Hayward
Sal Romo EA or Walt Thomas EA (510) 487-169

2006 - 2007 Board of Directors and Committee Chairs

Web Page <http://www.eastbayea.org>

President: Bonnie Buhnerkempe EA, etc 925-855-0829
1st VP: Thomas Johnston EA 925-828-4500
2nd VP: Walter Nygaard EA, etc 510-547-0440
Treasurer: Clare Flores EA 510-785-8356
Secretary: Peggy Hall EA 925-388-1040
Past President:
Duncan Sandiland EA, etc 925-691-1040
2 Year Directors:
Philip Fiegler EA 510-530-1174
Barbara Sparks EA 925-634-8630
Norman Madge EA 408-398-5737
Charleen Daefield EA, etc 925-872-4075
1 Year Directors:
Janet Bridges EA 510-538-0401
Judi Gilmer EA 925-373-1468
Joanne Harteau EA 510-683-4688
Eleanor Power EA 510-525-9987
Dagmar Bedard EA 510-537-3883

Communication Committee, (2nd VP)

Chair: Walter Nygaard EA 510-547-0440
Membership: Barbara Sparks EA 925-634-8630
Judi Gilmer EA 925-373-1468

Outreach: (vacant)
Public Affairs: Michael Barrick EA 510-339-7039
Social Affairs: Janet Bridges EA 510-538-0401
CSEA Directors: Thomas Johnston EA 925-828-4500
Walter Nygaard EA 510-547-0440

Education Committee, (1st VP)

Chair: Tom Johnston EA 925-828-4500
Inter-chapter Liaison: (vacant)
Tax Talk: Diane Jaworski-Faulhaber EA 510-538-0948
Program: Philip Fiegler EA 510-530-1174
Charleen Daefield EA 925-872-4075
Scholarship: Norm Madge EA 510-489-8713
Continuing Ed: Joanne Anderson EA 925-938-9086
Mini Seminar Team: (vacant)

Administration Committee (IPP)

Chair: Duncan Sandiland EA 925-691-1040
Audit: Dave Britton EA, etc 510-794-1040
Bylaws/SOP: Sal Romo EA 510-417-9492
Budget & Finance: Walt Thomas EA 510-725-8356
Chapter Off.: Bonnie Buhnerkempe EA 925-855-0829
Legislative Affairs: Lillian Lea EA 510-526-2220

Nominating: Kim Kastl EA
Strategic Advisory: (vacant)
Bulletin: Eleanor Power EA

510-537-2122

510-525-9987

TAX Agency Liaison:
LaRee Jensen-Graham EA

510-601-0409

**EAST BAY ASSOCIATION OF
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