



The Bulletin



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

January 2008

NEXT MEETING Wed, January 16, 2008

Place: **NEW SITE: DUBLIN Radisson Hotel**
(go to http://www.radissondestinationguide.com/location/Map.process/OID_EB39EA2D/?hotelCode=CADUBLIN)

4:30 Board Meeting

6:15 Networking

6:45 Dinner Buffet

7:15 Program: **"Debt Cancellation"**

Cost: \$35.00 with reservation by Friday January 11
\$45.00 with reservation after deadline

Signup online at:

<https://www.123signup.com/calendar?Org=ebaea>

(please print out your confirmation to ensure that you clicked all the right buttons to register) Questions: email ebaean@ebaean.org (preferred) or call 800-617-1040.

January Topic: "Debt Cancellation"

Speaker: Ed Sutton, EA

By Greg Crofton, EA, Program Chair

Will foreclosures affect your practice this year? Currently, one in every 258 California households is in foreclosure proceedings (per RealtyTrac Inc.). How does debt relief affect your client?

42% of Ed Sutton's clients own rental properties, including some caught up in the 1% loan payments, purchase properties in Las Vegas, Arizona and Florida with nothing down. Now they face huge payment increases when the teaser rates reset and they can't refinance. Come join us and see what we can do to help our clients.

Ed Sutton, EA has been preparing taxes since 1969 in San Francisco. He became an Enrolled Agent in 1972 and is one of the original Charter Members of CSEA. His office annually prepares over 1800 individual, partnership, corporation and trust returns.

PRESIDENT'S MESSAGE

by Tom Johnston, EA

Is the customer always right? As I contemplate the beginning of a new tax year I realize that it is time for an attitude and office procedure adjustment so that I can arrive less frazzled on April 15th.

When you have been intimately involved in your client's financial and tax matters for many years, you and they feel like family. Sometimes a close relationship tends to break down some of the common courtesies that would never be violated in a more professional relationship. Consequently, we get taken advantage of and arrive on April 15th emotionally and physically exhausted and feeling beaten up.

For a number of months Duncan Sandiland has given us excellent advice on how to make our practices more profitable and rewarding. At our dinner meetings and seminars we have been given a number of ideas and helps on running a more efficient business and avoiding ethical pitfalls. A practice preservation program is in place in case we become ill or pass away this tax season. I intend to put into practice much of what I have learned this year from my participation in the chapter.

As members of the National Association of Enrolled Agents, the California Society of Enrolled Agents, and the East Bay Association of Enrolled Agents we have been given high ethical and professional standards to follow. I intend this year to reread the standards of conduct of our societies and Circular 230 and resolve to hold to our high standards and not allow the general decline of society (and our clients) pull me down. I also intend to uphold some standards as regards to appointments and phone calls and not allow clients to violate my family personal time and office work-non appointment time.

I am totally redoing my appointment schedule for this year in a more efficient and less stressful schedule. I am firing a few clients and adjusting client load with my associate. I am initiating an engagement letter, more stringent adherence to clients completing organizers and doing their homework, scheduling clients later in tax season with brokerage accounts that get revised

1099s, beginning a transformation to a paperless office, and joining the Practice Preservation Group. And I will refuse to do tax returns that would compromise my ethical standards.

And all that is thanks to my participation in our chapter and the excellent help I have received this year. That is my plan for a more productive and rewarding tax season. I hope you will have a better and less stressful tax season this year.

Remember the Legacy and Accept the Opportunity to Serve with Purpose.

CHAPTER OFFICE HAS MOVED

Effective immediately, the EBAAE Chapter Office has moved. The new address is 30100 Mission Blvd, Suite 6, Hayward 94544. The contact phone remains the same at 800-617-1040, and the new local number is 510-487-2063. The old local number 925-691-1866 has been disconnected. The fax number has changed to 510-487-1501. The email address remains ebaea@ebaea.org. **PLEASE UPDATE YOUR RECORDS**

PRACTICE PRESERVATION GROUP

By Linda Fox, EA, Practice Preservation Chair

Our Chapter is in the process of implementing a practice preservation plan modeled on one approved by CSEA and currently in use by the Solano-Napa Chapter. The purpose of this program is to provide assistance to members of the Chapter (and their families) should the member become incapacitated or die. The goal is to provide short term assistance so that the value of the practice is not lost.

To initiate a response, it is necessary that a participant, or a representative or survivor, will need to know to call the Chapter Office. The Chapter Office will contact the Chair of the Practice Preservation Committee who will organize volunteer Enrolled Agents to do what they can to protect the practice. Volunteers are asked to provide 3-4 hours per week maximum and will be compensated at 50% of fees charged by the office.

- If you were to become ill or disabled during tax season, would you have a need for tax help by competent Enrolled Agents?
- Do you have a spouse who has voiced concerns about the continuation for the business and/or income stream should an emergency develop?
- Would you be willing to give a three to four hour time commitment per week to aid in the preparation of returns for an ill or disabled Member Enrolled Agent?
- If being willing to give aid during an emergency was the cost of being able to receive aid during an emergency, would you be willing to participate?

If this topic interests you, watch for forms and instructions on the Chapter Web Site.

CSEA's LEGISLATIVE OUTREACH 07-08

By Kim Kastl, EA, Legislative Chair

CSEA needs every Member (that means YOU) to get involved in CSEA's Legislative OutrEAch 07-08. During November, December, and January, CSEA is activating its grassroots program and the goal is to make sure every State Legislator is visited at their local district office by at least one Enrolled Agent. Don't let OUR Chapter be the reason this goal is not achieved.

The CSEA Legislative Affairs Committee and staff have been hard at work to make it as easy as possible for each Chapter to do their part. CSEA has provided the Chapter Legislative Chair or Chapter President with all of the tools needed to arrange legislative visits in the Senate and Assembly Districts that fall within our Chapter's boundaries. CSEA has even provided us with tips on how to make a visit, how to prepare, what to say during a visit, and much more.

If you are interested in participating, contact Kim Kastl, EBAAE Legislative Chair, at 510-537-2122, kkastl@yoursecuretaxes.com; or contact Bronwyn Hughes at CSEA at 800/777-2732, bhughes@csea.org.

CSEA needs participation from as many Members as possible to make this successful. Please do your part to help spread the word on Enrolled Agents.

NEW MEMBER ORIENTATION

The EBAAE orientation session for new members (and all other members, too) will be held 4:00 pm – 6:00 pm on January 16th. At this meeting, you will receive a NIFTY reference manual of contact information, sample forms, practice management info, etc. You will get your questions answered about what EBAAE, CSEA and NAEA can offer you and how YOU can contribute to the success of your chapter members. Yes, we are actually all here to help each other, from the novice to the most experienced. To sign up for this information packed meeting, please contact Barbara Sparks at 925-634-8630 (email barspar@pacbell.net) or Judy Gilmer at 925-373-1468 (email judydoesyourtaxes@comcast.net).

HOW BREAKFAST SAVED MY PRACTICE

By Judy Gilmer EA, Membership Co-Chair

When I first joined the EBAAE, I only knew a few people. I joined for networking and for education. The education was fabulous. But I could only attend 4 or 5 meetings out of the year, so I didn't really get a chance to meet many people. Since I was a sole practitioner working out of my home, when I came up to a new tax situation, I stumbled along trying to get it figured out. I read pubs, called the IRS, looked at the tax law (when I could figure out that silly search engine!!!) I just didn't know anyone well enough to be comfortable enough to call them up and ask for help. I was convinced that I would be a bother.

But then a miracle happened.....I heard about a breakfast meeting in my own home town. I contacted the “facilitator” to find out where we met, what we did, etc. He invited me to join them the following week. At first, there were only 3 of us meeting once a month. Here I was, this “new kid” to the business eating breakfast with two men that had over 30 years of experience between. I was sure they knew EVERYTHING. Finally....I had found a source to bring my questions.

Then another miracle happened. One day someone asked a questions and I was the one who had experience in that area and knew the answer. Wow! I could actually contribute something here. As my confidence grew (and I was recruited to be a member of the Board), I learned to reach out to others at the monthly meetings. Our little breakfast group has grown. We meet every week.....cuz there is always another question to ask, another issue to hammer out, another perspective to hear.

I joined this group about a year ago. I have made some good friends that I trust with my tax questions. We have overlapping areas of experience – financial planning, QuickBooks, corporations, entity choices, book-keeping, payroll – and we all share and contribute. Now I confidently take on new challenges because I don’t ever feel like I have to “go it alone.” I’ve got good colleagues that can point out the pitfalls they already learned. When one of us finds an interesting tax article in a publication, we bring it to share with the others. ANYONE is welcome in our group – not yet an EA, brand new credential, just breaking away from a storefront to start own business, or been doing this since before software.

Not everyone can make every monthly meeting. But that is not the only education and networking EBAEA offers. Check out the local breakfast meeting in your area. Or come check out ours! If you want one in your area, just pick a time and place and start announcing it at the monthly meeting. Send Duncan an email and he’ll put it into the bulletin. Eventually, our web-site will have this information updated.

Breakfast with colleagues - \$8. Value to your business – Priceless!

ASK THE ATTORNEY

(Attorney Frank Acuña answers questions frequently asked by our clients (and us). These are general answers and are NOT legal advice. For clarification or other questions, contact Frank at (925) 906-1880 or at ohc@aclawnet.com)

My spouse and I already have a trust. Do we need to do any further estate planning?

Having a trust is the first building block of a complete estate plan. You will also need pourover wills, durable powers of attorney for financial decisions, and advanced health care directives for a basic estate plan.

Your trust should be reviewed periodically to ensure that the provisions continue to accurately reflect your wishes, that there have been no changes in the law, and that your estate has not changed requiring revisions to your estate plan. Often, as people age and their estates grow, they may need advanced estate planning to minimize or to eliminate estate taxes. And, of course, if there are changes in your family or personal situation, your estate plan should be reviewed by a qualified attorney.

I had a trust and then my spouse and I divorced. I am about to re-marry. Do I need to do any estate planning?

You should contact an attorney immediately to insure that your previous estate planning documents and beneficiary statements are no longer in effect. You should consider a premarital agreement and receive advice as to the best estate plan for your new marriage.

If you are considering a premarital agreement, please leave enough time to receive legal counsel, to draft the premarital agreement, and to consider it before signing. There are strict time limits that apply to premarital agreements, and you should begin planning more than 30 days before your wedding day.

WANT TO BE PART OF THE ACTION?

by Bonnie Buhnerkempe, EA, etc, Imm Past President

Do you want to make some more friends? Now is your chance to get your name in to be considered for next year’s Board of Directors. By joining the Board you get a chance to develop a deeper friendship with people than just attending the dinner meetings, plus you get to be a part of what will affect our organization for next year and the years to come. Yes, we want new people who have not served before who will have a fresh new approach to things. Send me an email so I can pass your name on to the nominating group. bonniebuhnerkempe@comcast.net

IS YOUR INFORMATION CORRECT?

As we approach the upcoming season, please take a look at your listing on the NAEA “Find an Enrolled Agent” online directory at www.naea.org (<http://www.naea.org>). Is your contact information correct? Do you have your website listed? Have you provided a text description of your practice? If you offer bilingual services, have you indicated so on your record?

Log in using your 6-digit ID and 5-digit zip code and click on “View/Edit My Profile”. To edit your contact information, click on the “Edit” icon located at the bottom of the page. To add or change your tax specialties, click on “My Specialties” on the top of the page. You may also fax changes to 202-822-6270 or email membership@naeahq.org.

BULLETIN ADVERTISING POLICY

by Duncan Sandiland, Bulletin Editor

With tax season just around the corner, we usually see an influx of queries about employment-related and other advertising in the Bulletin. To encourage more Members to use the Bulletin to fill their needs, we present the Bulletin advertising policy:

- 1) All Bulletin notices are run for three months maximum. If you wish to run a notice for a longer period, you must resubmit it.
- 2) Maximum notice size is 1.5 column inches. This equals a space one and one-half inches high by one column (3.5 inches) wide. The standard Bulletin font is Times New Roman 11 point.
- 3) The Bulletin Editor reserves the right to edit any notice for style, content and length.
- 4) All notices must be submitted (and payment received) by the 25th of the month prior to initial publication. Send the desired text to: bulletin@ebaea.org
- 5) Member notices seeking or offering employment, clients or EA-practice-related matters are run at no charge as a Member benefit. This includes an ad run by a firm which employs a Member. Member notices offering other services or products, and all non-Member notices are run at the standard fee of \$150 for the three-month insertion. The Bulletin Editor reserves the right to modify or reject any notice which, in the sole opinion of the Editor, violates any of the principles of EBAEA.

EA NEEDED FOR TAX SEASON

Enrolled Agent needed during tax season for busy Pleasanton CPA firm. Our fun group of accounting professionals wants an energetic tax professional to bring another dynamic to our firm. Tax return prep for all entities includes individual, fiduciary, corporations and partnerships. The perfect candidate has 3-5 years experience in tax preparation, including Excel, QuickBooks, Lacerte and paperless office, helpful but not mandatory. Send resume to Donna@syacpa.com. Visit www.syacpa.com for firm information.

TAX HELP NEEDED

Busy tax office seeking EA/CPA/CTEC tax professional. Lacerte experience a plus. Must be available early evenings and Saturdays from February to April. Please send resume and salary requirements to ken-na.andrade@trivalleytax.com.

TAX SEASON HELP WANTED

Oakland EA seeks part-time help from 2/15 thru 4/15, 6-12 hours (1-2 days) per week. Schedule negotiable with possibilities for evenings or weekends. Responsibilities will include tax return preparation (Lacerte experience preferred) and administrative tasks (phones, mail processing, filing/copying, document and tax return assembly). Must have a good memory, reasonable com-

puter skills including MS Office, multitasking, prioritization and good communications skills. Send resume with cover letter and expected level of compensation to pf1592-job@yahoo.com.

CLIENTS AVAILABLE

Enrolled Agent who is lightening work load wishes to sell partial client list at favorable terms. Enquiries welcome to Mary at (925) 671-7325.

TAX HELP NEEDED

Accountant/Tax Preparer for 2007 tax season. Fast paced Walnut Creek CPA firm needs experienced tax preparer. Great place to work, pay commensurate with production and ability. Call 925-979-1099 or fax resume 925-979-1088.

HMMMM...

The average US home doubled in value over the 17 years from 1980-1997, then doubled again in the 10 years from 1997-2007 (US govt statistics). The US housing stock is currently valued at \$23 trillion. The worst-case analysis of subprime mortgage mess is expected to result in writedowns of up to \$500 billion. That's just 2% of the value of the US housing stock...

Retirement planning by default: Over 1/5 of retired Americans were forced into retirement earlier than expected due to layoffs, personal illness or injury (SunLife Financial). Almost 2/5 of American retirees are spending more money in their retirement years than they did before they quick working (Fidelity). About 7/8 of American investors do not have any money currently invested in international stocks (Investment News).

CALENDAR OF EVENTS

January 2008

- 11 CSEA/IRS Practitioner Seminar
@ San Jose Doubletree Hotel
- 16 EBAEA Dinner Meeting
-> "Debt Cancellation" by Ed Sutton
-> NEW MEMBER ORIENTATION
@ Radisson Hotel, Regional St, Dublin

February 2008

- 20 EBAEA Dinner Meeting
-> FTB Panel: Karen Brosi and Steve Sims
@ Radisson Hotel, Regional St, Dublin

March 2008

- 19 EBAEA Dinner Meeting
-> IRS Panel: Karen Brosi and Joe Calderaro
@ Radisson Hotel, Regional St, Dublin

April 2008

No April meeting – enjoy your nap!

May 2008

- 19-21** CSEA SuperSeminar A
@ Flamingo Hotel, Las Vegas
- 21** EBAEA Annual Corporate and Dinner Meeting
- 22-24** CSEA SuperSeminar B
@ Flamingo Hotel, Las Vegas
- 29-31** CSEA SuperSeminar
@ Grand Sierra Resort, Reno

June 2008

- 18** EBAEA Dinner Meeting
- 26** CSEA Annual Meeting (Sacramento)

Small Group Tax Meetings

Antioch /Brentwood Every Fri 8:00am
Brentwood Café, 8500 Brentwood Blvd, Brentwood
Ken Seamann EA (925) 634-8297

Oakland/Berkeley 3rd Fri, 10:30am
Park Avenue Grill, 4184 Piedmont Ave at Linda, Oakland
Philip Fiegler EA (510) 530-1174

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

San Ramon 2nd & 4th Fri, 7:30am
Contact Bonnie for location
Bonnie Buhnerkempe EA (925) 855-0829

Livermore Area Every Fri 8:45am
Rock House Café on Portola Ave, Livermore
Richard Goudreau EA (925) 606-6672

Castro Valley 3rd Tues, 8:00am
Carrow's, 2723 Castro Valley Blvd @ Lake Chabot, CV
Dagmar Bedard EA (510) 537-3883

South 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) 487-1691

2007 - 2008 Board of Directors and Committee Chairs

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

President: Thomas Johnston EA	925-828-4500	Disaster Services: Janet Bridges EA	510-505-0818
1st VP: Walter Nygaard EA, etc	510-547-0440	Education Committee, (1st VP)	
2nd VP: Peggy Hall EA	925-388-1040	Chair: Peggy Hall EA	925-388-1040
Treasurer: Tim Hintzoglou EA	925-930-7737	Inter-chapter Liaison: (vacant)	
Secretary: Don Wayne EA	925-472-0990	Tax Talk: Diane Jaworski-Faulhaber EA	510-538-0948
Past Pres: Bonnie Buhnerkempe EA, etc	925-855-0829	Charleen Daefield EA	925-872-4075
Director 2007-2008:		Program: Greg Crofton EA	925-218-2301
Philip Fiegler EA	510-530-1174	Scholarship: Norm Madge EA	510-489-8713
Barbara Sparks EA	925-634-8630	Continuing Ed: Joanne Anderson EA	925-938-9086
Greg Crofton EA	925-218-2301	Town Hall: Ravi Sundarraj EA	925-984-1219
Director 2007-2009:		SEE Class: Thomas Johnston EA	925-828-4500
Dagmar Bedard EA	510-537-3883	Mini Seminar Team: (vacant)	
Lonnie Gary EA, USTCP	650-559-5124	Administration Committee (IPP)	
Ravi Sundarraj EA	925-984-1219	Chair: Bonnie Buhnerkempe EA	925-855-0829
CSEA Directors: Walter Nygaard EA	510-547-0440	Financial Review: Lonnie Gary EA	650-559-5124
Peggy Hall EA	925-388-1040	Bylaws/SOP: Sal Romo EA	510-487-1691
IRS Practitioner Panel: Phil Fiegler EA	510-530-1174	Budget & Finance: Walt Thomas EA	510-785-8356
Communication Committee, (2nd VP)		Chapter Off.: Bonnie Buhnerkempe EA	925-855-0829
Chair: Walter Nygaard EA	510-547-0440	Legislative Affairs: Kim Kastl EA	510-537-2122
Membership: Barbara Sparks EA	925-634-8630	Nominating: Bonnie Buhnerkempe EA	925-855-0829
Judy Gilmer EA	925-373-1468	Strategic Advisory:	
Outreach: (vacant)		Bulletin: Duncan Sandiland EA, etc	925-691-1040
Public Affairs: Dagmar Bedard EA	510-537-3883	Tax Agency Liaison:	
Social Affairs: Janet Bridges EA	510-505-0818		
Practice Preservation: Linda Fox EA	925-846-5913		

EAST BAY ASSOCIATION OF ENROLLED AGENTS

30100 Mission Blvd, Suite 6
Hayward CA 94544

(800) 617-1040 or (510) 487-2063 fax (510) 487-1501

email: ebaea@ebaea.org