



## Syllabus for Continuing Education Program

**Program Provider:** Society of Financial Service Professionals Twin Cities  
(MN Dept. of Commerce Provider #8724)  
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**Program Chair:** Joan Gilles, CRPC, CLU, ChFC  
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**Program Title:** **What is Best: Traditional C Corporation, an S Election, or an LLC Taxed as a Partnership**

**Speaker:** James S. Aussem, JD AEP  
Shareholder  
Cavitch Familo & Durkin Co., LPA  
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**Date:** Thursday, March 1, 2018  
**Time:** 11:00 AM Sign-in/Networking  
11:15 AM Lunch Buffet Open  
11:30 AM Chapter Business  
12:00 PM – 1:30 PM Presentation

**Location:** **Midland Hills Country Club**  
2001 Fulham Street  
Roseville, MN 55113

**CE Credits:** This educational offering is APPROVED by the Minnesota Commissioner of Commerce as satisfying 1.5 hours of general classroom credit toward continuing insurance education requirements.  
CFP: 1.5 hours APPROVED standard credits  
CLE: 1.5 hours APPROVED standard credits  
A certificate of attendance is available for individuals requesting CPE and PRP (Professional Recertification Program – formerly PACE) credits.

**Who Should Attend:** Estate planners, financial planners, investment advisors, insurance producers, retirement counselors, CPAs and JDs.

**Educational Level:** Intermediate

## **Course Description**

The presentation will describe the tax, fringe benefit and qualified plan nuances advisors should be comfortable in discussing with clients as part of the planning process.

The conversation will also provide examples of the preferred use of each entity driven by the client's goals. The presentation will include the recent federal tax act changes.

## **Learning Objectives**

1. Differences of each entity for income purposes
2. Differences of each entity for fringe benefit and qualified plan purposes
3. Analysis of the use of each entity for succession planning among principals of the entity

## **Outline:**

1. The Purpose:	TIME; 5 MINUTES
2. The Three Practical Business Entities	TIME; 5 MINUTES
3. Common characteristics of all three entities	TIME; 5 MINUTES
4. What are the "I's and T's"	TIME; 5 MINUTES
5. Basic Tax Concepts	TIME; 5 MINUTES
6. Realizing Value	TIME; 5 MINUTES
7. C Corporation	TIME; 5 MINUTES
8. Comparisons	TIME; 15 MINUTES
9. Fringe Benefits	TIME; 5 MINUTES
10. Fringe Benefits Comparison (The "C" Corporation is the clear winner!)	TIME; 5 MINUTES
11. Qualified Plans	TIME; 10 MINUTES
12. Succession Planning	TIME; 10 MINUTES
13. Investment and Personal Planning	TIME; 10 MINUTES

**Total Time 90 Minutes**

## **Instructional Materials for Students:**

- PowerPoint in handout format

## **Examination & Answers:**

- No exam