



## Syllabus for Continuing Education Program

- Program Provider: Society of Financial Service Professionals Twin Cities  
(MN Dept. of Commerce Provider #8724)  
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White Bear Lake, MN 55110-3227  
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- Program Coordinator: Sandy Beeson, Chapter Executive  
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- Program Chair: Joan Gilles, CRPC, CLU, ChFC  
612.436.3733 [jgilles@financialplanpartners.com](mailto:jgilles@financialplanpartners.com)
- 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  
1300 East 9<sup>th</sup> Street, 20<sup>th</sup> Fl. | Cleveland, OH 44114  
216.621.7860 | [jaussem@cavitch.com](mailto:jaussem@cavitch.com)
- 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:**

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|------------------------------------------------------------------------------|------------------|
| 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<br>(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