

# Real Estate Tax and Asset Protection

– 2017 –

## DAY 1

### **Section 1 - Identifying the Threats to Wealth Accumulation**

#### 9:00 – 10:30 Legal Challenges

Every real estate investor is aware that investing can pose a risk to their personal wealth and investments but understanding that risk is key developing a plan. In this section, you will learn the various threats and legal trends that put you and your investments at assets at risk.

#### **10:30 – 10:45 Break**

#### 10:45 - 11:45 Risk Analyzer

Creating an asset protection plan begins with understanding what you have and how it can be protected. In this section, we will breakdown your assets into various quadrants and explain where the risk lies and how we can protect against it.

#### 11:45 – 12:30 Keeping Uncle Sam out of Your Pocket

Unfortunately, most real estate investors overpay in taxes and some even leave a TIP. In this section, you will learn the difference between dealer versus investor and how to select the appropriate business entity for your investing activity.

#### **12:30 – 1:45 Lunch on Your Own**

### **Section 2 – Reducing Risk**

#### 1:45 – 3:30 Privacy Shield Protection

They can only take what they can find. A key component of every effective asset protection plan is making yourself appear worthless to your potential creditors. In this section, you will learn the following strategies:

- Using select trusts to mask your ownership of real estate
- How to create an anonymity compliant LLC
- The differences between member managed and manager managed LLCs and the risk they pose
- Different entity funding options and their protection ramifications
- Hiding the equity in your real estate without affecting your credit score

#### **3:30 – 3:45 Break**

#### 3:45 – 5:45 Risk Reduction

Privacy protection is a smoke screen and does nothing to protect you in a lawsuit. Protection is derived from selecting the appropriate entity with 2 levels of protection. In this section, you will learn the following:

- Inside and outside protections and which entities provide one, both or none
- The differences between state laws when it comes to asset protection
- Where to set up your LLC for maximum protection
- Key provisions of every LLC operating agreement

#### **5:45 Adjourn**

## DAY 2

### 8:30 – 9:00 Question and Answer

Bring the questions you thought about over the prior evening, and we will provide the answers.

### 9:00 – 9:45 Risk Reduction Continued...

### ***Section 3 – Investing in Real Estate with IRA and 401ks***

#### 9:45 – 10:15 Self-directed IRAs and Qualified Retirement Plans

Breaking down the differences between these very different tax deferred investing options. You will learn the following:

- Funding differences
- How each plan is operated from a transaction point of view
- Different investment options

#### **10:15 – 10:30 Break**

#### 10:30 – 11:30 Using These Plans to Invest in Real Estate

Once you have created a plan putting to use in your investing is important especially given one mistake can cause significant tax penalties. In this section, you will learn the following:

- How to use your plan to invest in real estate
- Prohibited transaction rules – the dos and don'ts of investing with either plan
- How to partner with your plan for greater returns

#### 11:30– 12:45 IRS Issues with IRAs

Many investors who use self-directed IRAs are unaware of the potential tax traps for certain types of investments. In this section, you will learn the following:

- Various asset protection benefits of IRAs and QRPs
- What real estate transactions create taxable income for your plan?
- IRS audit plans

#### **12:45 – 2:00 Lunch on Your Own**

### ***Section 4 – Land Trusts***

#### 2:00 – 3:30 Why Real Estate Investors Love this Tool

Land trusts are the most used but least understood tool real estate investors have in their investing toolbox. If properly used, the land trust can solve many issues with transferring and owning property. In this section, you will learn:

- Which state recognize the use of land trusts
- Privacy benefits of using a trust to own real estate
- How a land trust trumps a lender's "due on sale" clause
- Avoiding transfer taxes with a land trust

#### **3:30 – 3:45 Break**

### ***Section 5 – Making the Transition to Generational Wealth***

#### 3:45 – 5:30 The Importance of an Estate Plan

Structuring the passing of your real estate is imperative to preserving the wealth you are building. In this section, you will learn how a living trust is a foundation of all planning and the provisions you incorporate today can have a meaningful benefit for years to come.

#### **5:30 Adjourn**

## **DAY 3**

### **TAXES AND STRATEGIES**

On Day 3 we will teach you how to find many missed deductions in your real estate investing. You will learn how to use real estate to generate tax free income and, how simple tax elections, can put over \$12,000 a year back into your pocket TAX FREE. This day will also be devoted to real estate strategies targeted at specific investing situations.

#### ***Section 6 – Real Estate Business Tax Strategies***

##### 9:00 – 11:00 Putting more Money in Your Pocket

It's not what you make but what you keep. Real estate investors struggle to find accurate and relevant advice when it comes to taxes. Have you wondered why? It's simple - most CPA's are not investors. In this section, you will learn how to maximize deductions, structure your return to preserve your investor status, and make tax free income. Here is a list of some of the topics covered:

- Real estate held as an investor versus a dealer
- Passive activity loss rules and exemptions
- What is a real estate improvement versus an expense?
- Turning your residence into a rental to make tax-free income
- Accelerated Depreciation Strategies
- 10 most missed deductions committed by taxpayers
- How to use your business to your tax advantage
- How to receive tax-free money from your business

**11:00 – 11:15 Break**

#### ***Section 7 – Joint Ventures***

##### 11:15 – 12:00 How to Partner with Other Investors

Investing with others poses significant liability concerns for those who do not understand the risks and the importance of managing expectations. Here is a list of some of the topics cover:

- Setting up a LLC for a joint venture
- Standard joint venture agreements, good, bad and ugly
- Participating promissory note alternatives
- Learn why most joint ventures fail and what you can do to make yours a success

**12:00 – 1:15 Lunch on Your Own**

#### ***Section 8 – Short Term Investing***

##### 1:15 – 2:45 Strategies for Investors Who Buy and Sell (includes short break)

The greatest tax threat to short term real estate investing is being classified as a dealer; however, this is easily avoided with the proper structure. In this section, you will learn the following strategies:

- When to use a corporation in your investing
- The differences between “C” or “S” corporations for flippers
- Flipping strategies to protect your company
- Branding your business and how to protect it
- Wholesaling and how to set up the deal for maximum benefit
- Condo and land development
- AIRBNB and VRBO business planning

**2:45 – 3:00 Break**

## **Section 9 – Long Term Deals**

### 3:00– 4:30 Various Strategies for Specific Investing Situations

Investing long term in real estate requires having knowledge of the appropriate structure from both a legal and tax perspective. Many investors have made mistakes when it comes to selling their property because the structure they originally set up for protection is killing them on their sale. Here is some of what we will cover:

- Protecting single family homes with multi=entity planning
- Planning for tax liens and deeds, knowing where you can get hurt
- Commercial entity structuring for holding and selling
- Private lending - do you want it to be or not to be active income
- Assisted living facility basics

### 4:30 – 5:15 Question and Answer

### **5:15 Adjourn**