



March 9, 2006

# Tax Pro News

## 2006 Tax Season Special Update

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**Our 2006 Alaska Cruise CPE Seminar will re-visit the Taku Lodge in Alaska!**

There is still some room on the Alaska CPE Cruise. We will depart on Holland America Lines from Seattle on 7/28, returning on 8/4 with up to 20 hours of CPE (10 hours live) for as little as \$100 for the cpe!. Call Rhonda in the seminar office at 888-688-1556 for more information, or visit <http://www.taxspeaker.com>

### Competition Hitting You This Year?



Is this your office's stack of tax returns yet to do? If so, you are the lucky one this year. From around the country we are getting reports of a nationwide downturn in the tax preparation business, from franchises to local firms. Why the decline? Simple: changing demographics in America as Gen X'ers do their own returns with online or purchased software. How do you compete? It's not too hard if you follow these three tips:

- Our clients want advice: so end every meeting with tax advice, recommendations or financial tips,
- Our clients want fast service-society has changed and instant gratification is the key. Tax preparation firms who take 2-4 weeks to finish the return will soon die a quick death. Firms that guarantee a 7 business day turn-around (and there are many out there) are experiencing record tax seasons,
- Our clients want a web presence. How can we appeal to Gen X'ers without embracing the very ideas they are using? Visit our CPA firm's website at <http://www.hjcpa.net> to see a website designed to serve the client, not designed to serve our egos.

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May, June & July seminar schedule:

May 4-Accounting, Ruidoso, New Mexico

May 5-Farm/Ranch Tax Ruidoso, New Mexico

May 22-Accounting Ames, Iowa

June 2-Accounting Collins, Colorado

June 5-Accounting Lamar, Colorado

June 9-Accounting Coeur D'Alene, Idaho

June 15-16-Technology Falls, Idaho

June 23-Technology Lincoln, Nebraska

June 24-Accounting Alexandria, Virginia

June 25-Technology Alexandria, Virginia

June 27-Accounting Fargo, ND

July 12-Technology Oklahoma City, Oklahoma

Registration Information is available at: <http://www.taxspeaker.com/calendar.asp>

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## Form 8903-the Form from Hell?

Have you got a better description for this form? We spent over an hour this year in our tax seminars going over the new "Production Deduction" and the IRS finally got around to releasing instructions in February! Why so late? They are as confused as we are! Here is what we are finding: the general small business population has not heard of the deduction; the general tax preparation community has not heard of the deduction; every k-1 we are receiving is missing any reference to the flow-through items; and we still aren't sure about which types of construction activities may or may not qualify. Our position in the office has been if it's construction and it isn't land development or sale it qualifies! More to come in our 2006 tax seminars.

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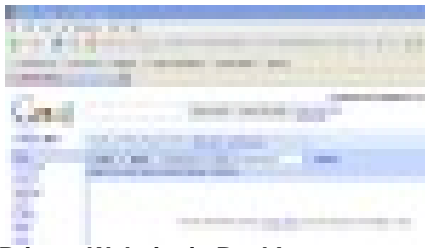
## New Course, New Ideas for 2006



This exciting new course is an in-depth development of our 2006 coverage of HSA's combined with our discussion of HRA's into a new trademarked tailored fringe benefit plan strictly targeted at small businesses the "Jennings HRA". Offered exclusively by our friends at <http://www.105concepts.com> the manual and DVD are available on the seminar website at <http://www.taxspeaker.com> and will be

offered around the country as a 2 hour live cpe course. It is also now available on a live-taped DVD from our Virginia Beach, Virginia January 2006 seminar for the record crowd at the Accountants' Society of Virginia 1040 In-Depth seminar.

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### Private Website is Back!

Those of you who attended a live Jennings Seminar in 2005 were given access to a private "Attendee-Only" website where you could download the latest tax information, worksheets, letters and Power Point slides-A **Jennings Seminars Exclusive!** We are happy to announce that 2006 seminars will feature a new 2006 private website and password for live seminar attendees only. What else can you expect in 2006 at a live seminar? All manuals will include named section-dividers; all attendees will receive a Post-it note pad to use to highlight those important pages, and we are very close to being able to provide all attendees with a free CD of their manual!

So let's see why to attend a **Jennings Seminar** in 2006?

- America's most exciting speakers,
- All of our speakers are required to practice in busy tax firms-not just consult or write-we are doing what we talk about,
- Leading-edge reference manuals written by practitioners for practitioners

## 2006 Schedule



If you need to plan your 2006 cpe schedule our continually updated calendar is always available online at <http://www.taxspeaker.com/calendar.asp>

With 15 state societies sponsoring our seminars as well as self-sponsored seminars in 4 states we are sure to be nearby. New for this year-our Technology seminar will be offered in Ft Collins, Colorado and Garden City Kansas, our 1 day 1120/1120S/1065/LLC update in Garden City Kansas and our 2 day In-Depth 1120/1120S/1065/LLC course will be offered in both Columbus and Cleveland Ohio, as well as for several new state societies including the Minnesota CPA Society. If your society is not sponsoring us-why don't you check with our office about co-sponsor opportunities.

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