



COMMUNITY BANKERS ASSOCIATION OF ILLINOIS

Webinar – On-Demand Web Link

Qualifying Borrowers Using Personal Tax Returns Part 1: Form 1040 & Schedules B & C

Thursday, February 20, 2020

2 - 3:30 p.m.

What's your decision-making process for qualifying a borrower for a loan? Do you understand how to convert taxable income (which is practically useless) into cash flow? The key is learning how to obtain a reliable monthly or annual cash flow from a personal tax return. Incorrectly estimating cash flow from a tax return can result in bad loan decisions – or missed opportunities. Once you've properly converted taxable income into cash flow, that information can be used in your credit scoring model, debt-to-income ratio, or disposable income calculation.

Designed for consumer and commercial lenders, this two-part series teaches you an easy, reliable method to convert a borrower's personal tax return (Form 1040) into annual and monthly cash flow statements using the free software included with this course. Part one covers Form 1040, Schedule B (Interest and Dividend Incomes) and Schedule C (Sole Proprietorship Incomes). (Note: This method does not follow Fannie, Freddie or QM rules used in mortgage lending.)

HIGHLIGHTS

- Identify recurring income and learn what to ignore
- Determine cash flows from interest earning and dividend producing investments (Schedule B)
- Correct unreliable "pass-through" interest and dividend incomes earned from Partnerships and S Corporations (Schedule B)
- Identify hidden incomes and a hidden expense in sole proprietorships (Schedule C)

TAKE-AWAY TOOLKIT

- Free copy of Lenders Tax Analyzer© software
- Employee training log
- Interactive quiz

DON'T MISS PART 2!

Qualifying Borrowers Using Personal Tax Returns Part 2: Schedules D, E & F on Tuesday, March 17, 2020

[Attendance verification for CE credits provided upon request.](#)

WHO SHOULD ATTEND?

This informative session is designed for lending personnel, including loan officers, loan underwriters, loan sales staff, credit analysts, loan processors, branch managers and other key lending staff. Universal bankers and frontline staff involved in the lending function also benefit.

ABOUT THE PRESENTER

Tim Harrington is president of TEAM Resources and has been a financial institution consultant for over 27 years. Harrington has advised lenders on verifying income from tax returns since 1992, and consults with financial institutions nationwide on issues of strategy, profitability, and board governance. He speaks at nationwide conferences and has presented in Canada, Mexico, Puerto Rico, Jamaica and the Virgin Islands. Harrington is the author of the popular software, Lenders Tax Analyzer. In addition, his book *Eisenhower on Enlightened Leadership* has been used by management teams nationwide to improve leadership skills. He did his undergraduate studies at Gonzaga University, Spokane, WA, and graduate studies at the University of Washington, Seattle.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

The live webinar option allows you to have one telephone connection for the audio portion and one Internet connection (from a single computer terminal) to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that allow entrance to the seminar. The session is approximately 90 minutes, including question and answer sessions. Seminar materials, including instructions, PIN number, and handouts are emailed to you prior to the broadcast. You need the most-current version of Adobe Reader available free at www.adobe.com.

2. ON-DEMAND WEB LINK**

Can't attend the live webinar? The ON-DEMAND WEB LINK** is a recording of the live event including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Within five business days following the webinar, you are provided with a web link that can be viewed anytime for the next six months. This link expires six months after the live program date.

3. BOTH LIVE WEBINAR AND ON-DEMAND WEB LINK**

Options 1 and 2 described above.

NEW! Listen to the on-demand web link on your iPad, iPhone, Android. Instructions will be emailed to you with the on-demand link.

**All materials are subject to copyright and intended for your bank's use only.

AFFORDABLE TRAINING, WHEN AND WHERE YOU CHOOSE

REGISTRATION FORM

Qualifying Borrowers Using Personal Tax Returns Part 1: Form 1040 & Schedules B & C

Thursday, February 20, 2020

2 - 3:30 p.m.

Choose Your Training Option:

| Purchase (Check one) | Training Options (Registration includes one location hook-up) | CBAI Member | Prospective-Member* |
|-------------------------|--|-------------|---------------------|
| | Live Webinar | \$275 | \$475 |
| | On-Demand Link** | \$275 | \$475 |
| | Special Pricing for Live Webinar & On-Demand Link | \$375 | \$575 |

**All materials are subject to copyright and intended for you bank's use only.

Name _____ Title _____

Bank _____

Street Address _____

City/State/Zip _____

Phone _____ Fax _____ Email _____

(E-mail address is required for registration).

Material Delivery Options

☐ Check here if you are unable to receive your hook-up instructions and materials via the Internet and hard copies will be mailed to you.

***Only financial institutions/firms eligible for CBAI membership.**

Please select your payment method.

☐ Check Enclosed ☐ Check in Mail ☐ Credit Card*

****If you are paying by credit card, please fill out the following information. (MasterCard, Visa, & Discover accepted).***

Name as It Reads on Card _____ Card Number _____

Company Name on Card _____ Expiration Date _____

Billing Address of Card _____

Three-Digit Security Code _____



Mail it in:
CBAI Education Department
901 Community Drive
Springfield, IL 62703-5184



Call it in:
(217) 529-2265



Fax it in:
(217) 585-8738



Click it in:
www.cbai.com

Please note: On-demand link is available five days after the webinar date and expires six months after.