



P.O. BOX 398
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WWW.IAAM.NET

The Independent Accountants Association of Michigan significantly expands its Continuing Professional Education programs in 2010 with many more choices!

The schedule is highlighted with 8 hour seminars in the spring and fall at multiple locations, making it easier to fit a valuable program into your busy schedule.

Additionally, IAAM offers a new "Lunch and Learning" series that re-establishes networking and education at the local level — the kind of interaction members and guests need to stay one step ahead of rapid changes.

And as always, the schedule is anchored by our GEAR UP seminar offerings, which include two new 8 hour programs on dealing with the IRS and Small Business Issues, supplemented by our time-tested business tax seminar and the nation's best 1040 tax seminars in late fall . . . Seminars guaranteed to make you money!

It's 128 information-packed hours of valuable learning and networking from the Association that continues to protect your practice and provide opportunities to grow and prosper during these tough economic times!

Register at www.iaam.net!

Providing the Best for Main Street Accountants and Tax Professionals Since 1946! Are You an IAAM Member?

More CPES . . . More Locations . . . More Opportunities!

2010 Education Calendar

IAAM Restores Grassroots Networking and Education with 112 Hours of CPE That Keeps You Ahead of the Rest!

We're Accountants and Tax Professionals for Main Street.™

2010 Regional Seminar Series

Eight Hour Seminars in Three Convenient Locations!

**May Rotation Focuses on Technology and Practice Expansion!
Fall Rotation Zeroes in on Accounting and Retirement Planning!**

IAAM Technology and Practice Development Seminar

May 11, 2010, Comfort Inn, Chelsea
May 18, 2010, Crowne Plaza, Auburn Hills
May 24, 2010, Calvin College, Grand Rapids
Eight (8) CPEs in Practice Management

The workshop features sessions on how to maximize uses of Microsoft Outlook, create and use QuickBooks templates to train staff and clients on sticky issues, and how to integrate accessory softwares with Microsoft Office to improve operations. The session also offers internal and external ways to increase your client base with 10 ways to build internally, brokering 1031 like-kind exchanges, complying with federal and state information security regulations, and understanding the keys to buying, selling, and adding financial management services to increase revenues..

SEMINAR FEES:

IAAM Members	\$150
IAAM Associate Mbrs	\$150
Active Mbr. Employees	\$150
Non-Members	\$225

IAAM Basics-level Form 1040 Workshop

Sept. 28, 2010, Calvin College, Grand Rapids
October 19, 2010, Comfort Inn, Chelsea
October 26, 2010, Crowne Plaza, Auburn Hills
Eight (8) CPEs in Taxation

The seminar is a hands-on refresher course for practitioners who don't do a lot of tax return preparation and for tax practice employees who prepare basic to intermediate-level 1040 returns! Presenters will discuss how to effectively interview clients and how to handle work flow. They'll walk through the preparation of federal and state 1040s including use of valuable worksheets and checklists, preparing various schedules, and handling many of the common complications arising during preparation. And all of the day's information is included in the valuable workbook!

SEMINAR FEES:

IAAM Members	\$150
IAAM Associate Mbrs	\$150
Active Mbr. Employees	\$150
Non-Members	\$225

New in 2010: IAAM 'Lunch and Learning' Series!

IAAM is committed to re-establishing local networking and education, and we're backing it up with two rotations of meetings at convenient local venues. For just \$25, participants get lunch and two CPEs of education, plus the chance to "re-connect" with colleagues on important issues.

Professional Ethics Workshop

August 17, 2010, Comfort Inn, Chelsea
August 19, 2010, Crowne Plaza Hotel, Auburn Hills
August 24, 2010, Calvin College, Grand Rapids
August 25, 2010, Doubletree Hotel, Saginaw
August 26, 2010, Eagle Eye Golf Club, East Lansing
August 31, 2010, Treetops Resort, Gaylord
Two (2) CPEs in Accounting Available at Each Location

Last Minute Tax Update

November 16, 2010, Comfort Inn, Chelsea
November 18, 2010, Crowne Plaza Hotel, Auburn Hills
December 13, 2010, Calvin College, Grand Rapids
December 15, 2010, Doubletree Hotel, Saginaw
December 16, 2010, Eagle Eye Golf Club, East Lansing
Two (2) CPEs in Taxation Available at Each Location

Seating is limited to 50 people per location regardless of membership status. The meeting fee is \$25 per person, with registrants responsible for downloading, printing, and bringing handout materials for the education program to the meeting. Watch for complete details in the spring!

New for 2010 from



GEAR UP's IRS Audits, Appeals, and Collections: Successful Strategies

June 28, 2010 (Monday)

Eagle Eye Golf Club, East Lansing, Michigan

Eight (8) CPEs in Taxation Available

If tax law can be called science, then dealing with the IRS can be called art. This workshop combines both science and art as GEAR UP's Rick Oelerich discusses both the technical issues and the behavioral issues of resolving matters before the IRS. Rick will show how to navigate the IRS system, prepare for a field examination, effectively appeal and resolve those touchy negotiations, and how to win the "offer in compromise" game. The IRS has been reinvigorated in recent years with stepped-up enforcement action. That means more audits and more collection matters are in your future. This seminar insures you are prepared!

SEMINAR FEES:

IAAM Members \$200 IAAM Associate Mbrs \$180
Active Mbr. Employees \$200 Non-Members \$300

GEAR UP Business Entities Tax Seminar

September 20, 2010 (Monday)

Eagle Eye Golf Club, East Lansing, Michigan

Eight (8) CPEs in Taxation Available

IAAM and GEAR UP bring practitioners the comprehensive business tax program that delves into nuts and bolts of business entities and the tax issues that must be managed to minimize liability. This seminar provides detailed coverage of new tax laws and regulations, choice of entity issues, and form preparation issues, as well as GEAR UP's famous reference guide and CD!

SEMINAR FEES:

IAAM Members \$225 IAAM Associate Mbrs \$205
Active Mbr. Employees \$235 Non-Members \$325

GEAR UP Small Business A to Z Seminar

September 21, 2010 (Tuesday)

Eagle Eye Golf Club, East Lansing, Michigan

Eight (8) CPEs in Taxation Available

This comprehensive seminar examines all of the tax, capitalization, and financing issues facing small business. GEAR UP's John Stevko presents this new and exciting program that guarantees you will better help your small business clients.

SEMINAR FEES:

IAAM Members \$175 IAAM Associate Mbrs \$165
Active Mbr. Employees \$185 Non-Members \$275

Partners with IAAM for 30 Years



GEAR UP 1040 Tax Seminar

November 8-9, 2010 (Monday-Tuesday)

Eagle Eye Golf Club, East Lansing, Michigan

December 6-7, 2010 (Monday-Tuesday)

Sheraton Inn-Novi, Novi, Michigan

- **FREE CD of the Seminar Workbook!**
- **FREE CPE Credits for the Michigan Tax Workshop!**
- **Yes, 18 CPE credits for the price of 16!**

Back for it's 30th year in partnership with the IAAM, the GEAR UP 1040 Tax Seminar offers comprehensive coverage of federal tax issues guaranteed to have practitioners prepared for anything during the upcoming tax season. Participants walk away with over 600 pages in reference materials sure to be used every day during tax season and a CD of the workbook for quick access to that important information. Plus, registrants receive 2 valuable CPEs in Michigan taxes by attending the free workshop on day #1, providing 18 CPEs for the price of 16!

SEMINAR FEES:

IAAM Members \$320
IAAM Associate Mbrs \$300 *
Active Mbr. Employees \$330
Non-Members \$420

** Persons in this category must have their Associate Member dues paid through September 30, 2011 to receive this discounted price.*



Department of the Treasury
Internal Revenue Service

The Independent Accountants Association of Michigan is an approved and qualified sponsor of Continuing Professional Education (CPE) programs by the Internal Revenue Service. As IRS sponsor #63, IAAM programs are excepted for Enrolled Agents requirements. IAAM programs also meet CPE requirements for the Accreditation Council for Accountancy and Taxation. IAAM-sponsored programs are also accepted by the Michigan State Board of Accountancy when the agency conducts audits of CPE credits earned.



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