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HLB NATC BEST PRACTICE DISCUSSION

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QUALITY TAX PRACTICE



- Policy and Procedure Manual
- Client Acceptance
- Tax Inspection
- Tax Audit Issues/Tracking
- Tax Tools – Provision Software/Planning/IBFD/Others
- Other

STATISTICS – YEAR ON YEAR/PERIOD ON PERIOD



Invoiced

Realization %

- A. • Individual
• Business
• Estate
Total

- B. • Rate Per Hour
• Average
• By Office
• By Form
• By Niche

- C. • Tax Prep Software – Total Assets, Total Land, Total Revenue

STATISTICS – YEAR ON YEAR/PERIOD ON PERIOD (CONTINUED)



- E. • Tax Services by Partner by type (form)
Tax Realization by Type (Audit/Tax) (Young/Old) of Partner
- F. • Conclusions - Uses
 - Proposals
 - Efficiency
 - Partner assistance
 - Awareness

COMMON TAX ISSUES



- **Related Party Transactions**
- **Related Loans**
- **Operating Agreements and Carried Interest/Waterfalls**
- **Tracking**
- **Opportunities – Credits, Deductions, Revenue Recognition**

Third-Party Service Providers



- **Research and Development**
- **Sec. 199**
- **Solar Credits**
- **Cost Segregation**
- **Transfer Pricing Study**
- **IC-DISC**

Initiatives



- **States – Grants/Credits**
- **SALT – Outsourcing**
- **International**
- **Tracking Audits**
- **Captives**
- **Debt Classification**
- **Engagement Letter**
- **Industry Niche**
- **Niche Booklets**
- **Tailored Tax Service Solutions**

Other



- **Marketing hours**
- **Number of monitors used**
- **Daily tax update emails to be read**
- **Training provided by peers**
- **Timing and extent of celebration parties after a deadline**