



# Tax Strategies for the Real Estate Professional



Tax laws have a major impact on the business of real estate. REALTORS®, principal residence and investment property owners are all impacted every year by taxes, and both agents and their clients will benefit from an understanding of tax implications. With the recent Tax Cuts and Jobs Act of 2017, there are significant changes that every REALTOR® should understand.

In this course, you will learn what tax laws and changes impact REALTORS®, the implication of taxes on primary residences and how taxes affect residential investment properties. The REALTOR® who desires to be the best real estate professional will find this information is exactly what is needed to step above their competition and provide the best services that will result in a growing business with multiplying referrals.

Upon the successful completion of this course, you will be able to:

- Compare and contrast the changes in tax law as a result of the Tax Cuts and Job Act of 2017
- Identify the tax laws that impact a REALTOR'S® personal & business taxes
- Explain the implications of tax law on residential real estate
- List the tax laws relevant to real estate investment properties
- Compile business changes to implement to optimize returns under the Tax Cuts and Jobs Act of 2017

## Registration:

Class Fee:	\$145.00
CRS Members:	\$125.00
Group of 4 or more:	\$125.00 (Use discount code: Group)

## Educational Credit:

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation. Clock hours: 8 WA | 7.5 OR | 7.5 OR

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## Instructor Chris Bird, CRS



Chris Bird has been in the finance business for more than 30 years. He holds the Certified Financial Planner Designation and was a Senior IRS agent for 16 years. He conducts more than 125 seminars a year on accounting, financial planning, wealth building, residential rental property ownership, and tax strategies for both the real estate and financial industries nationwide.

**October 8, 2019**

**8:30 am – 5:00 pm**

### Presented by:

Washington RRC (formerly CRS)

### Course location:

Orlando's Fish & Grill  
665 SE Bayshore Dr.  
Oak Harbor, WA 98277

### Questions?

Contact Darlene at (360) 901-0307  
Or [darlene@stouderhomes.com](mailto:darlene@stouderhomes.com)

### Register:

[tinyurl.com/TaxStrategies2019](https://tinyurl.com/TaxStrategies2019)

### ABOUT RRC

The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 34,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.



Register: <https://tinyurl.com/TaxStrategies2019>

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