

Givner & Kaye

Thursday

Seminar Series

**January thru March,
2013**

Our MCLE & CE accredited series is held in our office, and by webinar, on the **1st & 3rd Thursday** of each month from **2:30pm to 4:00pm**. The series are a collaborative forum for professionals—attorneys, CPAs, financial advisors—to share *uncommon* knowledge, insights and practical “know-how.”

TO REGISTER for a webinar, or to attend a presentation, please call **Desiree Skelly** at

310-207-8008 or e-mail us: brucegivner@givnerkaye.com.

- Parking will be validated.
- Refreshments will be served.
- Continuing Education Credit: One hour for tax topics.

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JANUARY 17TH: FIVE BIGGEST MISTAKES OF INTERNATIONAL TRADE

Michael Doland, Esq.

Doland & Fraade



International trade, once exotic, is now important for many closely held businesses. Yet closely held businesses are still largely ignorant of the frauds, mistakes and other dangers related to international trade. The average export growth rate over the past 20 years has been 3% to 6% per year, reaching \$10,000,000,000,000 in 2011. So the importance of international trade is only going to increase.

Companies can get into legal trouble in many ways involving international trade, e.g., export control violations can lead to Justice Department prosecution; penalties up to \$250,000 per transaction, or twice the transaction value. Violating import controls can result in merchandise held by U.S. Customs.

Mr. Doland will discuss:

- Counseling clients just beginning their involvement with international trade;
 - Normal and abnormal forms of foreign trade finance;
 - "Business sense" involving quality and labor conditions;
 - Little known, but common, legal requirements for incoming and outgoing trade;
 - Trademark control/counterfeit goods; and Dispute resolutions.
- Bring your questions and concerns.

FEBRUARY 7TH: YOUR PERSONAL FEDERAL INCOME/ESTATE TAX CONTROVERSY: AUDIT TO APPEAL TO COURT

Bruce Givner, Esq. of Givner & Kaye, A Professional Corporation

and

Jeffrey Davidson, Esq. of Law Offices of Jeffrey L. Davidson



How soon will the audit begin after you file your return? What are the chances of an IRS audit of an income tax return? Of a gift or estate tax return? At what point in an audit should you consult with a tax lawyer? What are the chances of a Franchise Tax Board audit of an income tax return? Can you negotiate with an IRS/FTB auditor? Should you go to IRS Appeals? Is there a “right” way to go to IRS Appeals? What is the cost of an Appeal? Is an FTB Protest like an IRS Appeal? How much must be involved to warrant going to Tax Court? Why would you prefer to pay the tax and go to District Court? Does the FTB Settlement process have any value? What is a State Board of Equalization hearing? Tax Court vs. District Court. And more.

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About Givner & Kaye



FEBRUARY 21ST: WHAT I DID ON MY SUMMER VACATION: I DOUBLED MY PORTFOLIO YIELD USING STOCK OPTIONS!!

Merv Hecht, Esq.



In these days of low yields from bonds and banks, it is especially important to get the most from other investments. Increasing real estate yields in a short time is difficult. However, portfolio yields can be greatly enhanced, and made safer, using options and other derivatives.

Merv Hecht, Esq., is a semi-retired tax attorney; international business advisor; extremely active tennis player and golfer; and widely quoted restaurant reviewer. Merv is the author of six books, the four most recent of which are available on Amazon: *How To Make Money With Stock Options* (Jan. 19, 2011); *The Instant Wine Connoisseur: A Practical Guide to Tasting, Buying and Cooking With Wine* (June 1, 2002, 2nd Edition); *Great Cases I Lost: Thirteen Legal Cases Which Taught Me Humility* (July 25, 2010); and *Hard Knocks: Hilarious Life Lessons of a Lawyer* (April 21, 2012). He was Southern California Counsel to Charles Schwab and helped start Schwab's options program; consulted with Bear Sterns on its options program; and worked for Merrill Lynch with options litigation and computer programs to analyze options trades.

A SNEAK PEEK AT OUR UPCOMING SEMINARS

March 7th: Planning To Avoid The New Medicare Tax And Other New 2013 Tax Increases

Bruce Givner, Esq.

Givner & Kaye, A Professional Corporation

March 21st: Federal Tax Collection Procedures: How To Defend Yourself Or Your Clients When The IRS Is Trying To Collect Past Due Taxes

Joseph Broyles, Esq.

The Law Offices of Joseph A. Broyles, Inc.

When CPAs, financial planners and estate planning lawyers have clients with difficult wealth planning situations, they want Givner & Kaye to be part of the planning team. We collaborate with other professionals - attorneys, financial planners, accountants, stockbrokers, and insurance professionals - to serve the specialized planning needs of individual families.

We have maintained the same close working relationship with important referral sources for three decades, with newer ones joining each decade. That continuity and respect is important in providing a stable, intimate and friendly atmosphere for our clients.

Contact **Bruce Givner** or **Owen Kaye** for more information about Givner & Kaye's services at:
310-207-8008 or
Bruce@GivnerKaye.com ;
Owen@GivnerKaye.com