



Tax Strategies for Real Estate Professionals

Turn Tax Deductions into Dollars in Your Pocket©

Ronnie Lee Phillips

Commercial Real Estate Instructor



4-Hrs CE Credit

Course & Instructor Approved:

**State Real Estate Commissions, Boards &
REALTOR® Associations**

Real Estate Licensees Earn 4-Hrs CE Credit

Key topics include

As independent contractors, real estate brokers & affiliates are often unaware of the tax advantages that are available to them as business owners.

Key topics include

Expert instruction focuses on an in-depth checklist of the most overlooked income tax deductions that the Internal Revenue Code (IRC) allows to qualified real estate professionals.

Key topics include

Instruction follows step-by-step guide to:

- **Allowable business use percentages to determine a real estate professional's Automobile's tax deductions,**
- **Allowable square footage method to determine the business use of a Home Office for tax deductions.**

Learning Outcomes

- **How to create an IRS approved: cost-recovery schedule for an automobile that is used for both personal and real estate business activities.**

Learning Outcomes

- **The 9-Question Test that the IRS applies to determine the difference between a taxpayer's Hobby activities and an actual Business operation that is carried on with the intent to make a profit .**

Learning Outcomes

- **How Passive Activity Losses (PAL) rules applies to non-material participation and the *Safe Harbor* for Qualified Real Estate Professionals as defined by the IRS.**

CRE Instructor

Ronnie Lee Phillips **received his** *Master of Land Economics & Real Estate* **degree from Texas A & M University.**

This highly regarded real estate degree program of study is one of the top ranked in the United States.

CRE Instructor

Ronnie Lee Phillips, is a principal real estate broker in California & Tennessee, and the principal advisor for his firm RealStar Realty Advisors, LLC.

CRE Instructor

Ronnie Lee Phillips holds the exclusive *Certified International Property Specialist*© designation from **NAR**©.

To date Ronnie Lee Phillips has presented approximately three thousand five hundred hours of real estate instruction for accredited colleges and **REALTOR**® Associations on a national and global basis.



**THANK
YOU!**

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