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Citation and resource guide

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Patience is prudent

The Conference Report on the Tax Cuts and Jobs Act of 2017 can be found at

<http://docs.house.gov/billsthisweek/20171218/CRPT-115HRPT-466.pdf>.

Know your true tax rate

For a comparison of 2017 and 2018 federal income tax rates, go to

www.savingtoinvest.com/federal-irs-tax-brackets-tax-rates-and-other-tax-updates.

Rethinking retirement contributions

The IRS sets out the 2018 limits for contributions to 401(k)s, IRAs, and other retirement accounts at

www.irs.gov/newsroom/irs-announces-2018-pension-plan-limitations-401k-contribution-limit-increases-to-18500-for-2018.

Regard Roth conversions carefully

The IRS answers frequently asked questions about IRAs, including Roth conversions, at

www.irs.gov/retirement-plans/retirement-plans-faqs-regarding-iras-rollovers-and-roth-conversions.

Are state and local taxes reasons for relocation?

The Tax Foundation reveals each state's individual income tax rates in table 12 of its 2017 publication, "Facts & Figures," at <https://taxfoundation.org/facts-figures-2017/>.

Positive prognosis for medical deductions

The IRS lists expenses that can count towards an itemized deduction on page 5 of Publication 502, "Medical and Dental Expenses," at

www.irs.gov/pub/irs-pdf/p502.pdf.

Home equity hassle

The IRS explains the requirements for deducting home acquisition debt, securing your main home and possibly a second home on page 9 of Publication 936, "Home Mortgage Interest Deduction," at

www.irs.gov/pub/irs-pdf/p936.pdf.

New tax deduction for pass-through entities

The U.S. Small Business Administration provides a comparison of business structures at

www.sba.gov/business-guide/launch/choose-business-structure-types-chart.

Practice development tip

Offer to re-run 2017 returns with 2018 rules

Your office likely won't need much in the way of practice development early in the year, up to the April 17 deadline for filing 2017 tax returns. Subsequently, the passage of the Tax Cuts and Jobs Act of 2017, which generally takes effect in 2018, provides you with an excellent opportunity to see more of tax preparation clients during the year.

Your clients probably are concerned about the impact of the much-publicized new law. Will it increase or cut this year's tax obligation? To address these concerns, conclude your 2017

tax return sessions with an offer to provide estimated 2018 results at a future meeting.

Use the new law's provisions to update 2017 returns. Ask clients if there are any anticipated changes this year, such as a salary increase or a decision to start Social Security. The results not only can help clients understand how they'll fare under the new law, they can generate tax planning tips.

As explained in this issue of the *CPA Client Tax Letter*, knowing their marginal tax rate for the year can play a role in

important decisions, such as deciding where retirement plan contributions should go and converting to Roth accounts. Clients who see that they'll take the standard deduction this year might defer some outlays until 2019, when itemizing could be a better choice. Other clients might weigh tax factors when deciding on a business structure or residential relocation, and so on, through these projected tax returns.

When you present such projected returns to clients, you're building your image as a tax professional and perhaps also learning about other ways your services can help them. You also might suggest that they tell family members and friends about your offer in the hopes of generating new business and strengthening current ties.

Practice development and management resources from the AICPA

For more information or to order, log on to aicpastore.com or call 888.777.7077.

Getting to the Heart of Tax Reform: Individual Tax and Estate Planning Strategies

The monumental passing of the Tax Cuts and Jobs Act results in historic tax reform impacting nearly every American. This CPE course provides a comprehensive overview of the changes impacting individuals and families as well as critical financial planning considerations and strategies.

[Item no. 166350—AICPA Member \$89.00, Nonmember \$109.00]

Cutting Your Client's Tax Bill: Individual Planning Tips and Strategies

Are your clients protecting themselves from the onslaught of higher taxes? Get the latest techniques through proactive tax-planning and investment strategies. Completely updated for tax law changes, this CPE course will bring you up-to-date on the latest strategies that will keep more money in the hands of your clients and make you look like a hero.

[Item no. 732193—AICPA Member \$179.00, Nonmember \$229.00]

AICPA PCPS/CPA.com MAP Survey National Summary

AICPA's Private Companies Practice Section (PCPS) partnered with CPA.com on the National MAP (Management of an Accounting Practice) Survey, which was fielded from mid-May through July 2016. This summary provides financial and other key benchmarking data from the survey. This product will provide you with comparative benchmarking data relative to firm size and region that can help you create strategic goals and maximize your firm's performance.

[Item no. PCPSSUR03—AICPA Member \$200.00, Nonmember \$300.00]

Management of an Accounting Practice eHandbook

This is your go-to resource for all things practice management. Streamlined online guidance for easy reading and quick reference on the topics you care about: employee compensation and benefits, staffing, disaster recovery, firm organization, benchmarking, strategic planning, and more!

[Item no. MAP-XX—AICPA Member \$149.00, Nonmember \$189.00]

MAP On Track

Often, practitioners and small- to medium-sized firms find it challenging to stay on top of firm management responsibilities. The new *Management of an Accounting Practice On Track* (MAP On Track) will help keep you organized. This new scheduler is easy to download and functions as an add-in to Microsoft Outlook, adding tasks to keep your firm running throughout the year. As an added bonus, within the automatically scheduled tasks, you'll find useful links to relevant content within the comprehensive MAP eHandbook as well as PCPS tools that can inform your next steps.

[Item no. MAPTKD—AICPA Member \$229.00, Nonmember \$289.00]

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