

Greg Antipoff

The Real Estate
ACCOUNTANT

"Change Your **FACTS...**
Change Your **TAX!**"



Helping Agents Keep More of What They Earn!

SPEAKER | FINANCIAL EDUCATOR | ENTREPRENEUR | CERTIFIED PUBLIC ACCOUNTANT

Signature Topics:



The Financial EKG:

Earn More, Keep More, Grow More



Keep more of Your Paycheck

Tax Strategies for Agents



SMART From the Start:

Accounting & Tax Tips for New Agents

Additional Topics:

- **Business Entities for Agents:** LLC or S-Corp?
- **Investment Options for Agents**
- **Tax Advantages for Agents Investing in Real Estate**
- **Stop Asking:** "Is This Tax Deductible?"

Helping Real Estate Agents Keep More of What They Earn!

Greg Antipoff is recognized as The Real Estate Accountant for his dedication to the financial education of real estate professionals. With agents facing many threats in the real estate industry, Greg believes that paying too much in taxes should not be one of those threats.

With so much emphasis already being placed on helping agents "Earn" more, Greg brings a refreshing message focused on helping agents "Keep" more and "Grow" more.

Greg welcomes agents into the #NoExcuseZone by offering a "Free Way" and a "Hassle-Free Way" for accomplishing each of the presented objectives.

Greg's knack for making tax and accounting topics easy to understand and humorous leaves agents entertained, educated and ready to take action!

Recent Stages



Book Greg Antipoff Today!



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Gregory Antipoff, CPA “*The Real Estate Accountant*”

2024 Signature Topics:

Keep More of Your Paycheck – Tax Strategies for Agents

Session Description:

It's not what you Earn, it's what you Keep! With our industry's strong focus on helping agents Earn more, this session will focus on helping you Keep more. Join us to learn about ways to reduce your largest expense, taxes. Learn how to increase your wealth by automating your accounting, understanding the value of a tax deduction and the power of proactive tax planning strategies.

Takeaways:

- Attendees will learn how to automate common accounting tasks.
- Attendees will learn the value of a tax deduction and how to avoid the costly mistake of missed deductions.
- Attendees will learn about advanced tax planning strategies that they can implement and begin saving money right away.

SMART from the Start – Accounting & Tax Tips

Session Description:

Don't be surprised by your first, or next, big tax bill. As a real estate agent, you are a self-employed business owner. This session we will bring awareness to the tax and accounting requirements that make up the SMART acronym. Attendees will leave knowing the tools to use to automate common accounting tasks. Attendees will also know how to estimate their tax bill so there are no surprises come tax time.

Takeaways:

- Attendees will know the 3 taxes they are required to pay now that they are self-employed.
- Attendees will know what tools to use to automate common accounting tasks.
- Attendees will know the what, when and how of calculating and paying estimated tax payments.

Stop Asking: “Is This Tax Deductible?”

Session Description:

How often do you ask yourself or your tax advisor, "Is this tax deductible?" In this session you will learn how to ask a much better version of that question that can save you thousands. Learn the IRS criteria for determining if something is deductible. Join us to find out how to make almost anything tax deductible. We'll also bust some of the most common myths about what is deductible for Agents. Be sure to bring your "Is this deductible" questions.

Takeaways:

- Attendees will learn why asking “Is this tax deductible?” could be costing them money and the better question to ask that could save them thousands.
- Attendees will learn the IRS definition of a tax deduction, so they know what can and cannot be written off on their tax returns.
- Attendees will learn how almost anything can be tax deductible.

Tax Advantages for Agents Investing in Real Estate

Session Description:

Have you ever thought of investing in what you know best, real estate? Did you know that there are significant tax advantages reserved just for Real Estate Professionals? Join this session to learn about these tax advantages and how they were amplified by the Tax Cuts and Jobs Act of 2017(TCJA). Now is the best time to take full advantage of the TCJA as certain benefits will be diminishing each year, for the next few years.

Takeaways:

- Attendees will learn the IRS's definition of a Real Estate Professional.
- Attendees will learn the significant tax advantages only available to Real Estate Professionals investing in real estate.
- Attendees will learn how expiring tax provisions make this year the best year to invest in real estate from a tax savings perspective.

Business Entities for Agents – LLC or S-Corp

Session Description:

Can I save taxes by running my real estate business as a Limited Liability Company (LLC)? What about an S-Corporation? Join us in this session so you can stop relying on internet communities for your tax advice and finally get a definitive answer. Spoiler alert, there is no one size fits all solution, come find out which entity will maximize your tax savings.

Takeaways:

- Attendees will learn the specific tax advantages for each entity type.
- Attendees will learn the regulatory requirements and hidden costs of business entities.
- Attendees will learn the best entity type for maximum tax savings based on their specific real estate business activities.

2023/24 Tax Update – REALTOR Edition

Session Description:

Don't rely on social media for your news! This session will cover any tax changes for 2023 & 2024 that impact agents. Attendees will learn how to best be prepared for the current tax season. As the year is just beginning, attendees will learn how to make their accounting and taxes a breeze for 2024.

Takeaways:

- Attendees will learn about recent tax changes affecting agents.
- Attendees will learn how to make the most of the current tax season.
- Attendees will know what they can do to start fresh for the new year.

Additional Topics

(These topics can only be booked as an add-on to the above topics)

Investment Options for Agents

Session Description:

Are you confused or intimidated by all of the seeming random letters and numbers that make up retirement accounts; IRA, ROTH, 401K, SEP? Come join us while we demystify these acronyms and break down the advantages and restrictions of each plan type. Leave knowing exactly which plans will work for you and the steps to getting started.

Takeaways:

- Attendees will have a clear understanding of the retirement plans available to agents.
- Attendees will leave knowing which plan is best for them and how to get started.
- Attendees will learn how each option can save taxes now or in the future.

Tax Tips for Investment Properties & Second Homes

Session Description:

Do you get questions from your sellers about how the sale of their property will be taxed? Join this session to learn how various types of real estate are taxed. Including investment properties such as Long-Term Rentals and Short-Term Rentals, Primary Residences and Fix & Flip properties. We will discuss the tax advantages and disadvantages to each property type and how to defer or even eliminate the taxes on the sale of these properties. Concepts will include Capital Gains, Depreciation, Cost Segregation and 1031 Exchange. Bonus: learn about the tax advantages reserved exclusively for Real Estate Professionals investing in real estate.

Takeaways:

- Attendees will learn how various types of real estate are taxed.
- Attendees will learn how to reduce, defer or eliminate these taxes.
- Attendees will learn about the unique tax advantages of real estate agents investing in real estate.

The "Accidental Accountant": 7 Accounting Mistakes of Property Managers

Session Description:

As a property manager, have you found yourself becoming an "Accidental Accountant"? From screening tenants, managing repairs and scheduling maintenance, PMs often don't realize the level of accounting required. Things like tracking deposits, collecting rent, maintenance and repairs retainers, distributions to property owners, paying subcontractors, property taxes or other expenses and providing reports to property owners. Join this session to learn how to avoid or overcome the top 7 accounting mistakes made by PMs and streamline the accounting side of your property management business.

Takeaways:

- Attendees will learn about the accounting considerations of property management.
- Attendees will learn how to avoid 7 common accounting mistakes made by PMs.
- Attendees will learn about technology solutions to streamline their property management accounting activities.