

# Accounting & Finance Core Fluency

*Advance client goals by understanding the numbers that affect lawyers*

Accounting terms and concepts, financial statements, and basic finance are often misunderstood and confusing. The panelists explain the terms and jargon, basic accounting concepts, generally accepted accounting standards, and nuts and bolts of financial statements. You receive a complete pro forma set of financial statements and detailed explanation of the components, and how they relate. The faculty teaches you how to recognize “red flags” in financial statements—and avoid mistakes often made by attorneys when advising clients. Get clear explanations and answers to common accounting questions that your clients ask—so you can advise clients with confidence.

Business lawyers, corporate lawyers, family law practitioners, and litigators often find themselves challenged to explain financial statements to clients, or to use accounting information to prove a liability or damages, or even to impeach a witness. While engaging an accounting expert is useful, a lawyer must know the basics of accounting to effectively choose and utilize an expert. Whatever your specialty, you must understand financial concepts to understand your client’s goals, and the interests of other parties to the deal.

## Agenda

- **The Basics:** Cash basis v. accrual basis and other important accounting concepts; Audits, reviews, and compilations—do the different reports matter? Who reads financial statement note disclosures? You should!
- **Unlocking the Mysteries of Accounting:** Public accountants, certified public accountants, and enrolled agents—how to use these experts effectively
- **Bank Financing:** What banks want to see when lending money; Covenants, ratios, warranties, and representations
- **Taxation:** Understanding common entity structures; High-level analysis of recent legislation and how that affects small business; Which tax credits or deductions might a small business qualify for? Individual taxation at-a-glance
- **Business Valuation:** Overview of valuation concepts and approaches; Valuation is purpose-specific; The continuum of value; Valuation—a qualitative and quantitative process
- “Ask the Experts” Q&A Session

## Faculty

Kimberley A. Train, CPA/ABV, PKF O'Connor Davies, Boston

Joel I. Rothenberg, CPA, JD, LLM, PKF O'Connor Davies, Boston

## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Tuesday, March 14, 2023

2:00 pm–5:00 pm

Program Number: 2230111WBC

### REBROADCAST

Wednesday, March 29, 2023

9:00 am–12:00 noon

Program Number: 2230111RBC

### REBROADCAST

Thursday, April 6, 2023

1:00 pm–4:00 pm

Program Number: 2230111RBI

### ON DEMAND WEBCAST

View after Thursday, April 6, 2023

Program Number: 2230111WBA

## Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Sponsor Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
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## Materials

The materials for this program are available online only and can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript and audio and videorecordings of this program.

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