

# EAGA Business Builder

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## Today's speaker was Ron Pattison—Pattison Pension Specialists



Ron Pattison is a Montana farming basketball player, in CPA clothing. He is very proud of his family and stays quite involved in activities with his wife, 12 year old son and 14 year old daughter. But from the beginning: Ron grew up in that northern state where his family lived in town and drove out to work the farm. Besides learning how to operate a vehicle in order to get to and from the farm, Ron learned how to operate every other piece of equipment needed to work the land. After high school, he attended the University of Montana. His initial plan was to play some basketball and get an education - probably in that

order. Ron has apparently always been a quick learner. It only took one year for him to figure out what would take Woody Harrelson 15 more years to know. The 5' 9 -ish Ron realized that white men can't jump...at least not as high as 6' 5 guys like Michael Ray Richardson (he went from UM to the New York Knicks in the 1978 draft). After Ron's first basketball season, he saw the hand-writing on the wall (it was on the lower part of the wall) and decided to concentrate on school. He graduated from the University with a BBA degree in 1980. Then, in 1982, Mr. Pattison moved to New Mexico, and two years later earned his CPA certification. Heading on toward the future, Ron took a job with a Public Accounting Firm in Santa Fe. The firm was OK, and he enjoyed the tax work. But that enjoyable tax stuff only existed a few weeks out of each year. The rest of the time was spent on that double-four letter word ...“auditing”. That wasn't something Ron looked forward to doing forever. So he left the accounting company to become Office Manager at an actuarial firm. Those actuarial folks definitely knew the proper way to use numbers...and Mr. Pattison could see doing that for awhile. Staying in that industry, but in a different city, Ron came to work for an Albuquerque firm - but only a little later, that company sold out to larger entity. It was now 1990 and time for Mr. Pattison to settle down. He decided to work for a company that had a definite long term future; and a name just like his—Pattison Pension Specialists. Ron started his business with 30 clients, and has grown it into today's 315 client and 9 employee juggernaut. So what does Mr. Pattison do when he is working? This is where the presentation turned from a straight forward, easy to understand, happy discussion about family basketball; and hard work, to the analytical, numbers tossing conversation that included unfamiliar terms like “Qualified Business Income”; “below the line deductions”; “pass-through revenue”; and I.R.S. There were also charts; and formulae; and ‘if you want to pay less in taxes, then you should adjust column A type things; at the same time you tweak the values in column B; so that it maximizes your lack of taxable income, and obviously, decreases taxes, so as to increase the amount of money in your pocket’—if you are one of the chosen types of entity. Now it is really not as straight forward as that, so the best thing would be for you to get Ron involved. He will review your particular circumstances. Then he will figure a this scenario, and calculate a that scenario, and explain what he suggests should be done in order for you to end up with the most maximum good and the least maximum not so good. All with the goal that your contribution to the national revenue coffers is less than it would otherwise be. Basics are this: The new TCJA (that's the Tax Cuts and Jobs Act) creates a ‘below the line’ deduction of up to 20% of Qualified Business Income for some owners. If you understand what that means, then you may be a little excited about the benefits that it could provide. But don't forget, the TCJA was created by politicians. It also contains provisions that includes phase out thresholds for the deduction; and it also creates wage and Qualified Property limitations for the deduction. The government giveth, and the government taketh away - and never in equal proportions. After reading this, it is probably obvious that the benefits, rules; guidelines and options are not obvious. It is not even clear what “some” means in the “...pertains to some business owners...”. The best take- away from this attempt to summarize Ron's presentation is: if you want to see if you have the type of business that can benefit from manipulation of wages; pass through revenue; and retirement plan contributions, GET RON INVOLVED. You can contact him at 505-889-4554. He will let you know how exactly what he was saying, and if/how it can benefit you. And he will let you know if he still has contacts that can get you good seats to NY Knicks games.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259      email: eagaed@gmail.com

Address: 8100 Wyoming Blvd NE; Suite M-4 #345

Albuquerque, NM 87113

## Business Leads:

Albuquerque Hearing and Balance is opening at 10700 Corrales Rd Suite G  
- Lionel Specter—Zeon Signs

## Reciprocity:

None written down today

- ◆ A new Executive Director has been selected. Kevin Lorenzen will be taking the reigns as of April 1st. Certainly that starting date was not selected because of its other implications. It is just the first day of next month. Thank you to the committee for their work during the selection process, and thank you to Kevin for stepping up to take the position. We look forward to his positive management of EAGA for many years.
- ◆ The EAGA Golf Tournament date has been set. It will be Friday, May 11th at the Santa Ana course. 1:00 start time. Cost is \$20 for members and \$79 per guest. The event includes 18 holes of golf, a box lunch, and maybe something to drink. Sheets will be circulated at the next few meetings for participation signup and for hole sponsors.

## Badge Board Greeters

Mar 20th	Kit Turpen—HUB International
Mar 27th	Manny Ortega—Ortega Appliance Service
Apr 3rd	Mike Skolnick—Excalibur Realty
Apr 10th	Scott Lardner—Rock Mountain Stone
Apr 17th	Jukka Jumisko—WSI Web Enhancers
Apr 24th	Terry White—Sunwest Trust
May 1st	Mike Deveraux—Document Imaging of the Southwest
May 8th	Patrick Wallace—NM Solar Group
May 15th	Steve Grant—Downtown Bed & Breakfast
May 22nd	Raul Rodriguez—Kings of Wrap
May 29th	Dave Dworsky—Team 1st Technologies

## Upcoming Speakers

Mar 20th	Phil Houser—Document Solutions
Mar 27th	Paul Jew—Moji Studios
Apr 3rd	Tim Baca—Kangen Water
Apr 10th	Manny Corrales—Vigilant Security Management
Apr 17th	Mark Abramson—Los Ranchos Gun Shop
Apr 24th	Leon Marler—Marler Manor
May 1st	

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