

KEATS CONNELLY



ENRICHING YOUR CROSS-BORDER LIFESTYLE

Canada Arizona Business Council

September 27, 2013

Offices located in Calgary, Alberta / Phoenix, Arizona / Boynton Beach, Florida

Objectives

- ❖ **How to avoid top 10 mistakes Corporations and their Executives make when doing business or moving across the Canadian/US Border**

Top 10 Pitfalls to Avoid

- 1. Inefficient corporate structures**
- 2. Inadequate cross-border banking arrangements**
- 3. Incorrect immigration visas for Owners/Employees/Executives**
- 4. Lack of coordination of corporate benefits for Employees/Executives being Repositioned**
- 5. Improper medical insurance planning for Employees/Executives and their families**

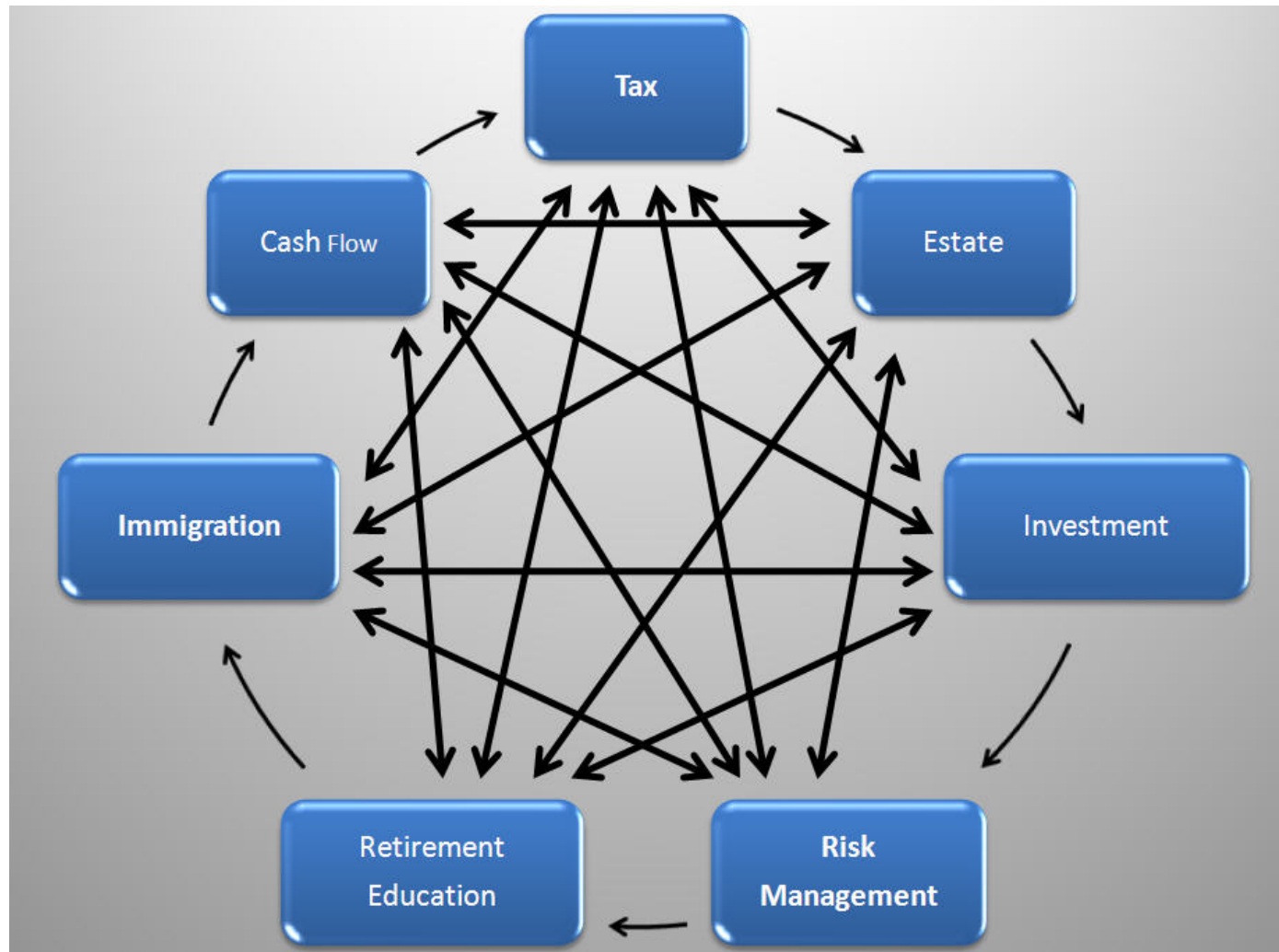
Top 10 Pitfalls to Avoid

- 6. Ignoring tax filing options on first year of change of residence**
- 7. Failure to plan for Employee/Executive retirement plans, RRSPs, IRAs**
- 8. Failure to consider Business Owner and Executive Estate plans**
- 9. Failure to avoid or eliminate Canadian deemed disposition taxes for Executives**
- 10. Failure to prepare the business for ultimate sale or disposition**

Best Ways to Avoid the Pitfalls

- ❖ Engage a cross-border Planning Specialist as early as possible for both the Corporate concerns and the Owner/Executives
- ❖ Provide Executive/Employee being transferred cross-border personal planning time and cost reimbursement before transfer takes place
- ❖ Use accounting and legal firms with limited scope engagements coordinated through the Cross-Border Planning Specialist/Quarterback

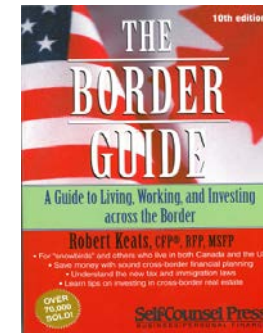
Complexity



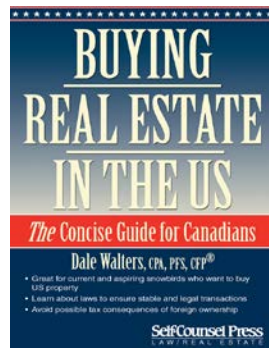
KeatsConnelly Cross-Border Series



A Canadian's Best Tax Haven: The US **Take Your Money and DRIVE!**



The Border Guide **A Canadians Guide to Living, Working** **and Investing Across the Border**



Buying Real Estate in the US **The Concise Guide for Canadians**



Taxation of Canadians in America **Are YOU at Risk?**

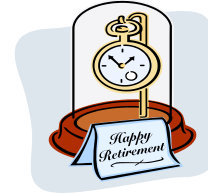
The Team Approach



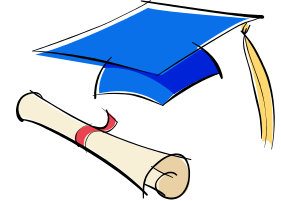
**Immigration
Assistance**



**Cross-Border
Tax Planning**



**Retirement
Planning**



**Education
Funding**



**Money
Management**

**Wealth Management Premier
and
Private Client Services**



**Charitable
Giving
Planning**



**Estate
Planning**



**Tax
Preparation**



Trusts



Insurance

Integrity



**Best of Heart
Award Recipient 2012**



**Arizona's
Most Admired
Companies**

AzBusiness bestcompaniesaz

**Award
Recipients
2011 through 2013**



**Recipients
11 times between
2000 and 2012**



**Award Recipients
2008 through 2013**



**Impact Award
Recipient 2006**



**Ethics Award
Recipient 2006**