

The CALIFORNIA MOVING & STORAGE ASSOCIATION
Presents:

INDEPENDENT CONTRACTOR SEMINARS:

*Moving industry in the crosshairs –
Update contractor relationships before the audit*

Wednesday, June 23, 2010

10:00 am – 3:00 pm

The Holiday Inn at Long Beach Airport
2640 N. Lakewood Blvd, Long Beach, 90815

Thursday, June 24, 2010

10:00 am – 3:00 pm

The Four Points Hotel in Pleasanton
5115 Hopyard Road, Pleasanton, 94588

Special Seminar Room Rate Available
For \$109.00 per night
Call (562) 597-4401 and mention
“CMSA Catering Rate”

Special Seminar Room Rate Available
For \$99.00 per night
Call (925) 460-8800 and mention
the California Moving & Storage Association

Price (Including Lunch):

CMSA MEMBERS: \$140.00 ~ NON-MEMBERS: \$200.00

- ❖ Guilty until proven innocent - Learn the Rules of the Game
- ❖ Learn the most common contractor pitfalls
- ❖ Contractors must be arms-length businesses – learn how to prove separateness
- ❖ What insurance should a mover carry? What coverages should contractors have?
- ❖ How does the IRS look at the right of control?
- ❖ How can a mover train a contractor without destroying the relationship?
- ❖ How can I convert to contractor relationships without risking the entire business?
- ❖ Get tools to audit contractor files and test qualifications of potential contractors
- ❖ Learn how to automate the tracking of contractor relationships and certifications to maintain appropriate separation with employment relationships

Presenters:

**Paul Finkle, CEO Shared HR
Lisa Paul, President/CEO Paul Hanson Partners**

- Please complete and fax to the CMSA at (562) 865-2944 -

Co. Name _____ CMSA Member []
Address _____ Non-member []
Signature _____ Check Enclosed \$ _____
Credit Card # _____ Exp Date _____ Amt \$ _____
 Visa [] MC [] Discover Card []
Card billing address _____ Zip Code _____
Three number code on back of card _____ Email Address _____
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<u>Name</u>	<u>City Attending</u>	<u>Date</u>
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