

How to Add a Tax Planning Practice to Your Business Model and Attract 150 New Clients Every Year!

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PROFESSIONAL

TAX PLANNERSSM

OF AMERICA

*Expand Your Services to Better Service
Your Clients*

This service is perfectly designed to help you increase your production.

- Tax Preparation is a necessity, not a luxury
- Tax Preparation for 100% of all clients
- Tax Planning is an ongoing client need
- Tax Planning can transform your business into a referral-based practice over time

Recession Proof

- Taxes need to be filed every year, by everybody – especially by YOUR target market!

Constant Calendar Marketing; NOT Cyclical

- Though Tax filing usually occurs from January through April, Tax PLANNING is a year round process...



Constant Calendar Marketing



- January, February, March & April
Tax Season

- May & June
Seminar Season

- July & August
Client Event Season

- September & October
Tax Extension Filers Season

- November & December
Roth Rollover/IRA Season

Limited Regulatory Scrutiny

- Not currently regulated by FINRA, SEC, DOI, OCC, or any other federal regulator...some state regulations apply (CA).
- No license is required and only the preparer that signs the return is regulated*

*Although legislation may be coming!

State Laws on Preparation

- At the time of publication, there are only a few states that require registration and regulation of paid tax preparers.
- Like the federal government, all states impose responsibilities on paid preparers. If you choose file tax returns as the paid preparer, you should be familiar with the regulations and enforcement procedures of any state in which you file returns. The revenue departments of all states publish information for paid preparers via the Web or in print.

Increased Control of the Sales Process

- You are the planning “gate-keeper”, you control:
 - All financial documents
 - All communication with the CPA
 - Financial Suggestions and recommendations

Increased Control of the Sales Process

Having someone else prepare your clients taxes is like having someone else do an annual review of what you've done.

Do you want to be giving the review or being reviewed?



www.protaxplanners.com

- Download your needs 7 days a week
- We will provide any “what if” solutions
- Returns will be provided to assist you of the next move

What If?

- Show clients how simple reallocation of various assets may potentially lower their taxable income or possibly eliminate it!*
- Illustrate how a Roth IRA conversion may allow the client more tax efficient income or create a more tax efficient legacy to pass on to heirs!*
- Demonstrate the positive impact that tax deferral may have on their financial plan *

* May need to be securities licensed to perform these activities

Tax, credits, and payments

Standard Deduction for - People who checked any box on line 23a, 23b, or 23c or who can be claimed as a dependent, see instructions. All others: Single or Married filing separately, \$5,450. Married filing jointly or Qualifying widow(er), \$10,900. Head of household, \$8,000.

If you have a qualifying child, attach Schedule EIC.

Form 1040A (2008) lines 22-43. Line 22: 26,500. Line 23a: 2. Line 24: 13,000. Line 25: 15,500. Line 26: 7,000. Line 27: 8,500. Line 28: 593. Line 34: 34. Line 35: 35. Line 36: 36. Line 37: 593. Line 38: 38. Line 39: 39. Line 40a: 40a. Line 41: 41. Line 42: 42. Line 43: 43.

Refund

Direct deposit? See instructions and fill in 45b, 45c, and 45d or Form 8888.

Form 1040A (2008) lines 44-46. Line 44: 44. Line 45a: 45a. Line 46: 46.

Amount you owe

Form 1040A (2008) lines 47-48. Line 47: 593. Line 48: 48.

Third party designee

Form 1040A (2008) lines 49-51. Line 49: 49. Line 50: 50. Line 51: 51.

Sign here

Form 1040A (2008) lines 52-54. Line 52: 52. Line 53: 53. Line 54: 54.

Paid preparer's use only

Form 1040A (2008) lines 55-57. Line 55: 55. Line 56: 56. Line 57: 57.

\$ 593



\$ 593



Full Year Following "What If" Return 2009

Department of the Treasury — Internal Revenue Service
Form 1040A U.S. Individual Income Tax Return (99) 2008 99-Use Only — Do not write or staple in this space.

Label (See instructions.)
 Your first name and initial: John Last name: Doe **OMB No. 1545-0047**
 Your social security number: _____

Use the B15 label. (See instructions, please go to irb.gov.)
 If a joint return, spouse's first name and initial: John Last name: Doe Spouse's social security number: _____
 Home address (number and street). If you have a P.O. box, see instructions. Apartment no.: _____
 City, town or post office. If you have a foreign address, see instructions. State: 29 ZIP code: _____

Presidential Election Campaign Check here if you, or your spouse if filing jointly, want \$3 to go to this fund (see instructions) **You** **Spouse**

Filing status
 1 Single
 2 Married filing jointly (even if only one had income)
 3 Married filing separately. Enter spouse's SSN above and full name here: _____
 4 Head of household (with qualifying person). (See instructions.) If the qualifying person is a child but not your dependent, enter the child's name here: _____
 5 Qualifying widow(er) with dependent child (see instructions)

Exemptions
 6a Yourself. If someone can claim you as a dependent, do not check box 6a. **Sum checked on 6a and 6b: 2**
 b Spouse
 c Dependents:

(1) First name	Last name	(2) Dependent's social security number	(3) Dependent's relationship to you	(4) <input type="checkbox"/> if qualifying child for child tax credit	No. of children on this return: <input checked="" type="checkbox"/> lived with you <input type="checkbox"/> did not live with you due to divorce or separation (see instructions)

 Dependents on this return entered above: _____
 d Total number of exemptions claimed: **2** Add numbers in lines 6a-c: **2**

Income
 7 Wages, salaries, tips, etc. Attach Form(s) W-2: **7**
 8a Taxable interest. Attach Schedule I if required: **8a**
 b Tax-exempt interest. Do not include on line 8a: **8b**
 9a Ordinary dividends. Attach Schedule I if required: **9a**
 b Qualified dividends (see instructions): **9b**
 10 Capital gain distributions (see instructions): **10**
 11a IRA distributions: **11a** 11b Taxable amount: **11b**
 12a Pensions and annuities: **12a** 12b Taxable amount: **12b** 15,000.
 13 Unemployment compensation and Alaska Permanent Fund dividends: **13**
 14a Social security benefits: **14a** 22,000. 14b Taxable amount: **14b**
 15 Add lines 7 through 14b (for right column). This is your total income: **15** 15,000.
Adjusted gross income
 16 Educator expenses (see instructions): **16**
 17 IRA deduction (see instructions): **17**
 18 Student loan interest deduction (see instructions): **18**
 19 Tuition and fees deduction. Attach Form 8917: **19**
 20 Add lines 16 through 19. These are your total adjustments: **20**
 21 Subtract line 20 from line 15. This is your adjusted gross income: **21** 15,000.

BAA For Disclosure, Privacy Act, and Paperwork Reduction Act Notice, see instructions. Form 1040A (2008)

\$0.00 taxable interest
 \$0.00 ordinary dividends
 \$22,000 social security
 \$15,000 total income

Tax, credits, and payments

Standard Deduction for - People who checked any box on line 23a, 23b, or 23c or who can be claimed as a dependent, see instrs. All others: Single or Married filing separately, \$5,450 Married filing jointly or Qualifying widow(er), \$10,900 Head of Household, \$8,000

If you have a qualifying child, attach Schedule EIC.

Form 1040A (2008) lines 22-43. Line 22: 15,000. Line 23a: 2. Line 24: 13,000. Line 25: 2,000. Line 26: 7,000. Line 27: 0. Line 28: 0. Line 29: 29. Line 30: 0. Line 31: 31. Line 32: 32. Line 33: 33. Line 34: 34. Line 35: 35. Line 36: 36. Line 37: 0. Line 38: 38. Line 39: 39. Line 40a: 40a. Line 41: 41. Line 42: 42. Line 43: 43.

Refund

Direct deposit? See instructions and fill in 45b, 45c, and 45d or Form 8888.

Form 1040A (2008) lines 44-46. Line 44: 44. Line 45a: 45a. Line 46: 46.

Amount you owe

Form 1040A (2008) lines 47-48. Line 47: 47. Line 48: 48.

Third party designee

Form 1040A (2008) line 49. Yes, Complete the following. No.

Sign here

Form 1040A (2008) lines 50-52. Taxpayer signature, date, occupation, daytime phone number.

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Form 1040A (2008) lines 53-55. Preparer's signature, date, occupation, daytime phone number, EIN, phone no.



\$0

Tax, credits, and payments
22 Enter the amount from line 21 (adjusted gross income) 22 46,400.
23a Check You were born before January 2, 1944, 81nd 81nd Total boxes checked 23a 2
Spouse was born before January 2, 1944, 81nd 81nd
b If you are married filing separately and your spouse itemizes deductions, see instructions and check here 23b
c Check if standard deduction includes real estate taxes (see instructions) 23c

Standard Deduction for -
• People who checked any box on line 23a, 23b, or 23c or who can be claimed as a dependent, see instr.
• All others:
Single or Married filing separately, \$5,450
Married filing jointly or Qualifying widow(er), \$10,900
Head of household, \$8,000

24 Enter your **standard deduction** (see left margin) 24 13,000.
25 Subtract line 24 from line 22. If line 24 is more than line 22, enter -0- 25 33,400.
26 If line 22 is over \$119,975, or you provided housing to a **Military** or displaced individual, see instructions. Otherwise, multiply \$1,500 by the total number of exemptions claimed on line 6d 26 7,000.
27 Subtract line 26 from line 25. If line 26 is more than line 25, enter -0-. This is your **taxable income** 27 26,400.
28 **Tax**, including any alternative minimum tax (see instructions) 28 2,321.
29 Credit for child and dependent care expenses. Attach Schedule 2 29
30 Credit for the elderly or the disabled. Attach Schedule 3 30
31 Education credits. Attach Form 8863 31
32 Retirement savings contributions credit. Attach Form 8880 32
33 Child tax credit (see instructions). Attach Form 8901 if required 33
34 Add lines 29 through 33. These are your **total credits** 34
35 Subtract line 34 from line 28. If line 34 is more than line 28, enter -0- 35
36 Advance earned income credit payments from Form(s) W-2, box 9 36
37 Add lines 35 and 36. This is your **total tax** 37 2,321.
38 Federal income tax withheld from Forms W-2 and 1099 38
39 2008 estimated tax payments and amount applied from 2007 return 39
40 a **Earned income credit (EIC)** 40a
b Non-taxable combat pay election 40b
41 Additional child tax credit. Attach Form 8812 41
42 Recovery rebate credit (see instrs) 42
43 Add lines 38, 39, 40a, 41, and 42. These are your **total payments** 43

Refund
44 If line 43 is more than line 37, subtract line 37 from line 43. This is the amount you **overpaid** 44
45 a Amount of line 44 you want **refunded to you**, if Form 8888 is attached, check here 45 a
b Routing number XXXXXXXX c Type: Checking Savings
d Account number XXXXXXXXXXXXXXXX

46 Amount of line 44 you want **applied to your 2009 estimated tax** 46
47 **Amount you owe**. Subtract line 43 from line 37. For details on how to pay, see instructions 47 2,441.
48 Estimated tax penalty (see instructions) 48 1.20.

Third party designee
Do you want to allow another person to discuss this return with the IRS (see instructions)? Yes, Complete the following No

Sign here
Under penalties of perjury, I declare that I have examined this return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and accurately list all amounts and sources of income I received during the tax year. Declaration of preparer (other than the taxpayer) is based on all information of which the preparer has any knowledge.
Your signature _____ Date _____ Your occupation _____ Daytime phone number _____
Spouse's signature, if a joint return, both must sign _____ Date _____ Spouse's occupation _____

Paid preparer's use only
Preparer's signature _____ Date _____ Check if self-employed Preparer's SSN or PTIN _____
Firm name (or print name of individual) _____ EIN _____
Address _____ Phone no. _____
It-Prepared

\$ 2,321



\$ 2,441





Compliance & Suitability – The Tax Partners Solutions

- **IRS e-File & Data Security Compliance**
 - IRS 2009-56, 2009-28 IRB 145
 - Gramm-Leach-Bliley Security & Privacy Rules
 - The Tax Partners Systems are 100% IRS Compliant



The System

How Does it Work?



Minimum Technology Requirements to Use Our Service



You need a Scanner

It can be a Printer-Copier-Scanner

Higher Document Volumes require a better quality Scanner

You need a PC with a Browser (such as: Internet Explorer or Firefox) and the PC must have enough Hard Drive Storage capacity to store & save the Documents you scan-in.



And – You need an Internet Connection – a faster connection is better for higher document volumes



Training

- Manual
- Online Video Library
- Customer Care Support Team
- VP of Advisor Development

Next Tax Planning Class

June 2, 3 & 4th 2010

Nashville, TN

For More Information Call:

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TAX PLANNERS

O F A M E R I C A

Questions and Answers

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A recording and the slides of the presentation
will be available at
<http://www.fa-mag.com/taxplanning2010>

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