### Taking advantage of tax laws

#### with Dave Alison

December 2023 For Broker Dealer / RIA / Financial Professional use only.

(262) 626-2590 www.RealWeal

www.RealWealthMarketing.com

Info@RealWealthMarketing.com

#### TUNE INTO NEXT MONTH'S POWER SESSION LIVE

## ...and every second Friday of the month



December 2023 For Broker Dealer / RIA / Financial Professional use only.

(262) 626-2590 www.RealWealthMarketing.com

Info@RealWealthMarketing.com

### **BACK OFFICE TAX SERVICES**





LEARN **MORE!** 



**Tax Opportunity Review** 



#### **Tax Consultations**



**Microsoft Bookings** 

December 2023 For Broker Dealer / RIA / Financial Professional use only.

(262) 626-2590 www.RealWealthMarketing.com

Info@RealWealthMarketing.com

#### SAVING APP CURRENCE

Get into the psychology of your clients' spending, at **20% off**!



https://strategist.livecurrence.com/ offers/REALWEALTH20 PSL Power Session LIVE

December 2023 For Broker Dealer / RIA / Financial Professional use only.

(262) 626-2590 www.RealWealt

www.RealWealthMarketing.com Info@RealWe

Info@RealWealthMarketing.com @RealW

#### LEARN MORE ABOUT

#### **REAL WEALTH**



<b>Thomas Clark</b>	Jose Rodriguez Jr	Roger Relfe	Laurie McNamara
"Have been in the	"I really	"I have 3	"Today's
business longer	enjoyed	businesses who	speaker really
than John and his talking points are	today's	need to work	spoke to Me! I
the most complete	presentation.	on next	am already
and effective I have	Thank you all,	generation	forming my
ever seen. These	Real Wealth®	succession	Top 3 for this
alone are worth a	is the best."	now!!"	year!"
fortune!"		10	J Cull. Power Sess

December 2023 For Broker Dealer / RIA / Financial Professional use only.

Testimonials herein may not be representative of the experience of other customers, do not guarantee of future performance or success, and no participants have been compensated for their testimonial.

(262) 626-2590 www.Real

www.RealWealthMarketing.com

Info@RealWealthMarketing.com @RealWealthMktg

## WIN BUSINESS THROUGH TAX MANAGEME



UGINEDIRA DIREAN IERUIU



#### SIMPLIFYING FINANCIAL PLANNING FOR **YOU AND YOUR CLIENTS**



FULL-SERVICE **CORPORATE RIA** 



ASSET MANAGEMENT & TAMP SERVICES

**INSURANCE PRODUCTS** AND PLANNING SUPPORT



**PROVEN PROCESSES, TRAINING & COACHING** 



**C2P-ENTERPRISES** 



#### BUCKET DOPLAN<sup>®</sup>







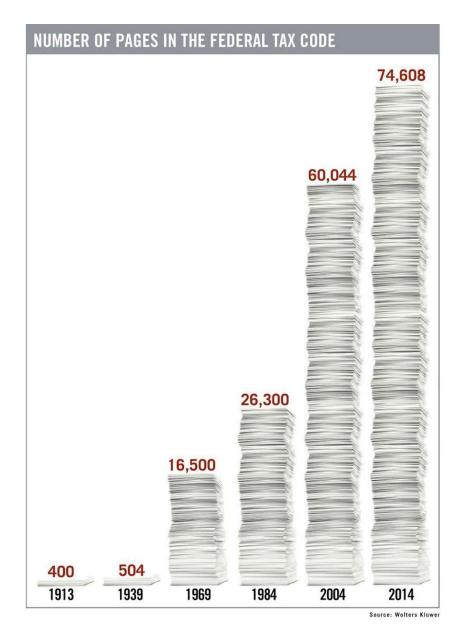
#### Dave Alison, CFP<sup>®</sup>, EA, BPC

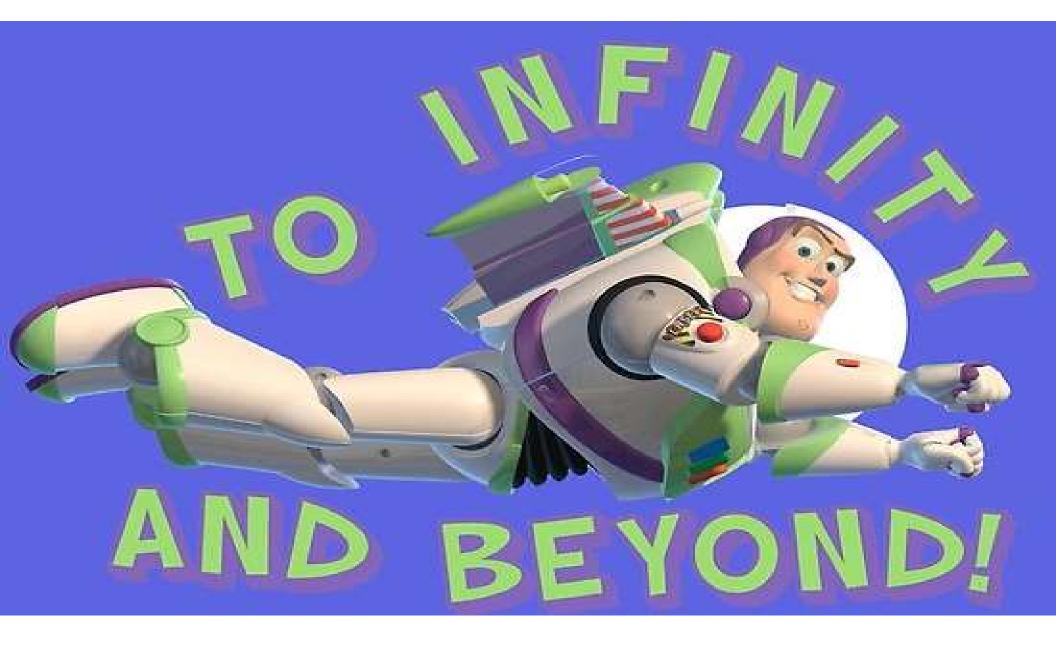
- President & Founding Partner
- CEO & Founder of Alison Wealth Management
- Creator of The Tax Management Journey®
- · Mentor and trainer to thousands of financial advisors



## Not All Money is Taxed The Same

© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved. Any information or links offered on this website are believed to be factual and up-to-date but are not guaranteed and are subject to change.





## Not All Money is Taxed The Same

© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved. Any information or links offered on this website are believed to be factual and up-to-date but are not guaranteed and are subject to change.

# December 2017



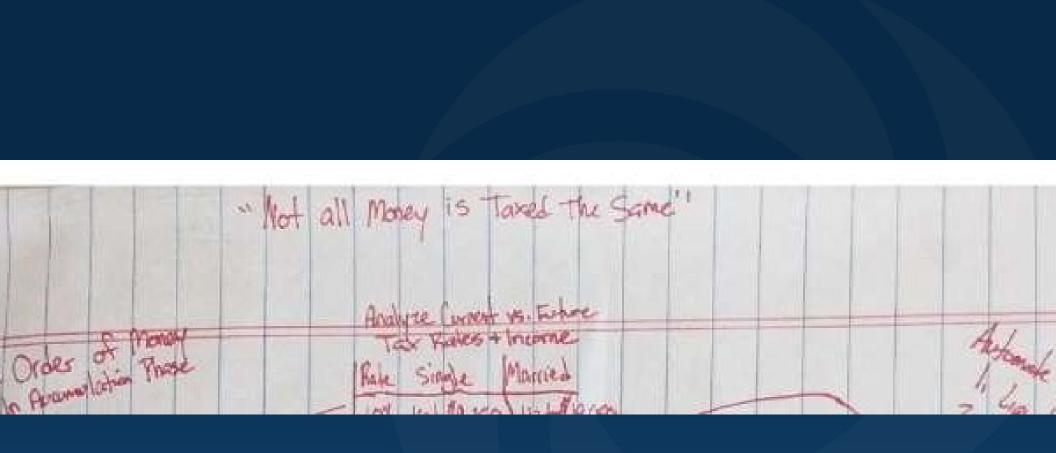
MORE jobs | FAIRER taxes | BIGGER paychecks

## Not All Money is Taxed The Same

© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved. Any information or links offered on this website are believed to be factual and up-to-date but are not guaranteed and are subject to change.



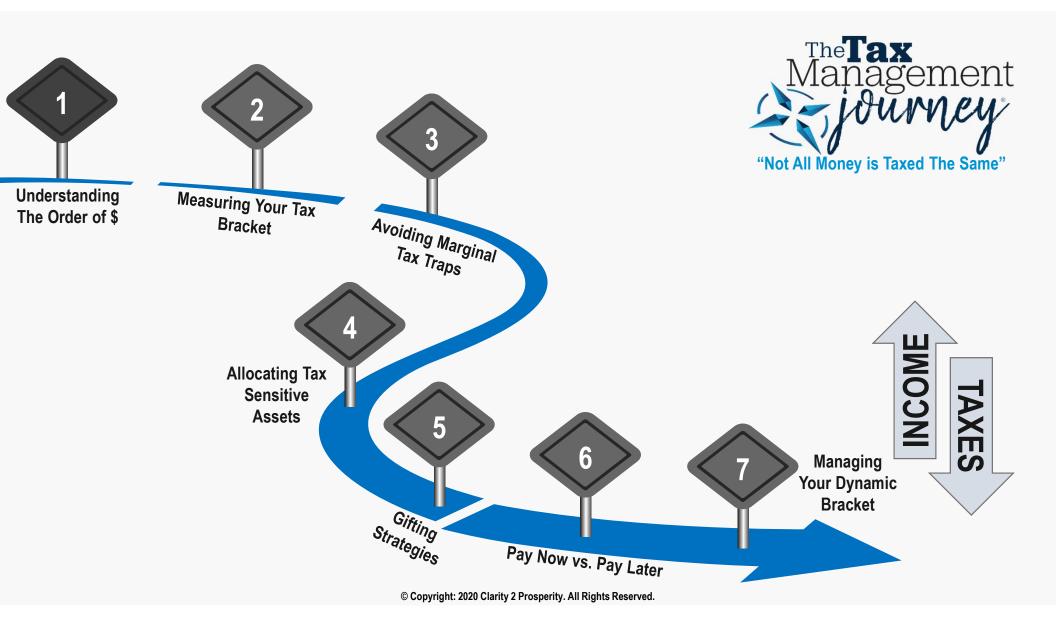
© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved. Any information or links offered on this website are believed to be factual and up-to-date but are not guaranteed and are subject to change.



© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved. Any information or links offered on this website are believed to be factual and up-to-date but are not guaranteed and are subject to change.



© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved. Any information or links offered on this website are believed to be factual and up-to-date but are not guaranteed and are subject to change.





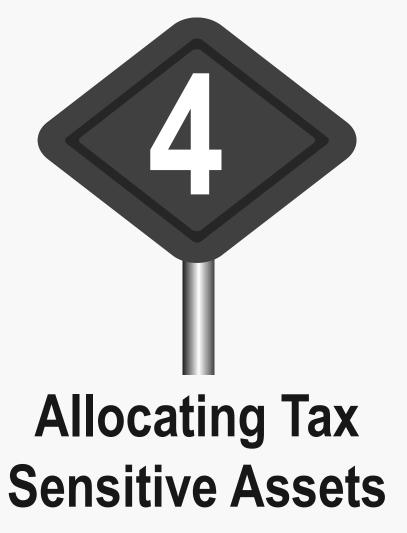














# **Gifting Strategies**



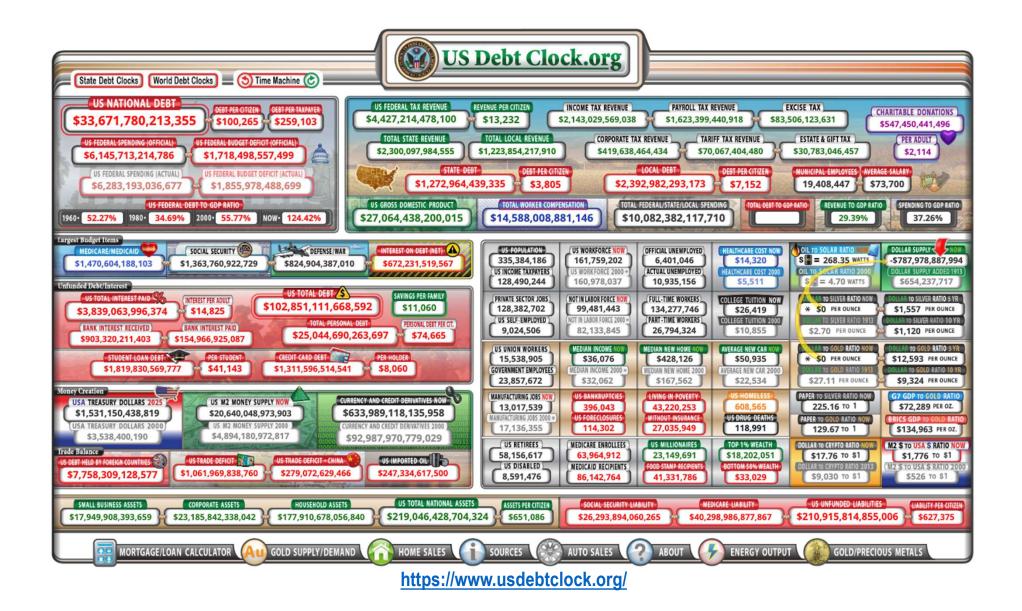
# Pay Now vs. Pay Later

The**Tax** Management





# The **Tax** Management



# FINCA Financial Industry Regulatory Authority

					About FINRA   Newsroom   Contact			
FINCE Financial Industry Regulatory Authority				Search	۵			
	Investor Home	Prepare to Invest	Products & Professionals	Protect Your Money	Have a Problem?	Tools & Calculators	I Want To	

Home » For Investors » Products & Professionals » Types of Investments » Retirement » Managing Retirement Income

#### **Taxation of Retirement Income**

When you retire, you leave behind many things—the daily grind, commuting, maybe your old home—but one thing you keep is a tax bill. In fact, income taxes can be your single largest expense in retirement.

#### **Taxation of Social Security Benefits**

Many older Americans are surprised to learn they might have to pay tax on part of the Social Security income they receive. Whether you have to pay such taxes will depend on how much overall retirement income you and your spouse receive, and whether you file joint or separate tax returns.

Check the base income amounts in IRS Publication 915, Social Security and Equivalent Railroad Retirement Benefits. Generally, the higher that total income amount, the greater the taxable part of your benefits. This can range from 50 to 85 percent depending on your income. There is no tax break at all if you're married and file



Check the background of an investment professional.



By clicking on a match or otherwise using BrokerCheck, I agree to BrokerCheck's terms of use

Source: https://www.finra.org/investors/taxation-retirement-income

Taxation of Retirement Income When you retire, you leave behind many things...

## The daily grind, commuting, maybe your old home...

# But one thing you keep is your

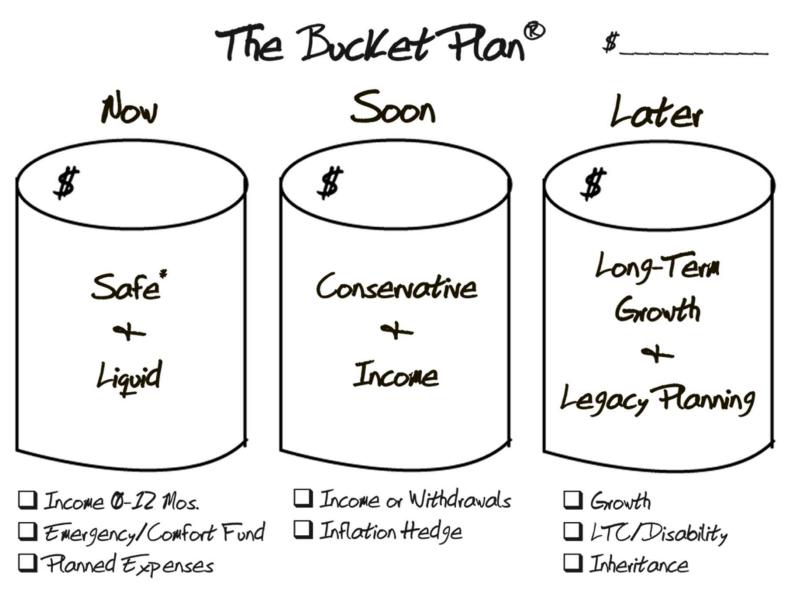
In fact, taxes can be your single largest expense in retirement.

# SECUERCIES SECUERCIES





© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved.



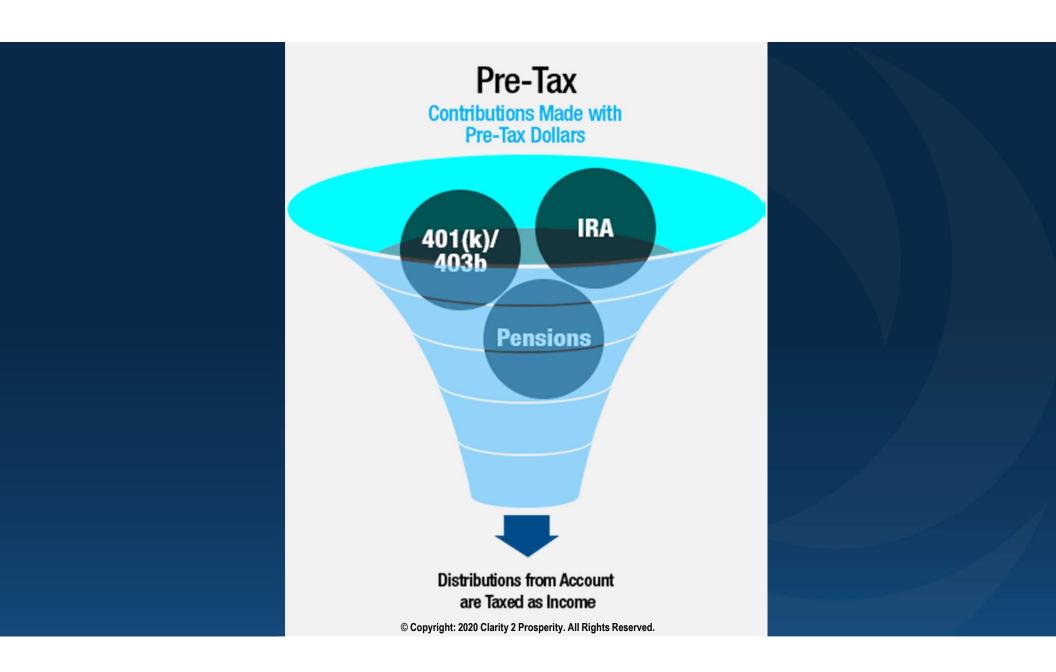
\*Money referred to as safe in the Now Bucket is intended to mean money held in a bank and subject to FDIC limitations.

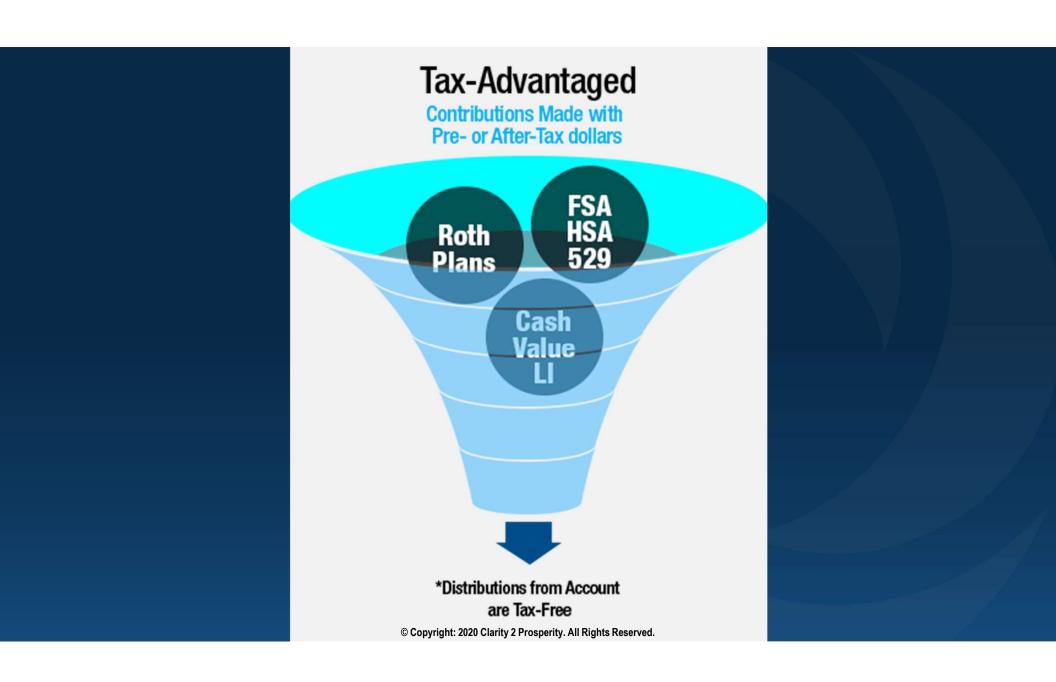
Rev: 01-04-19

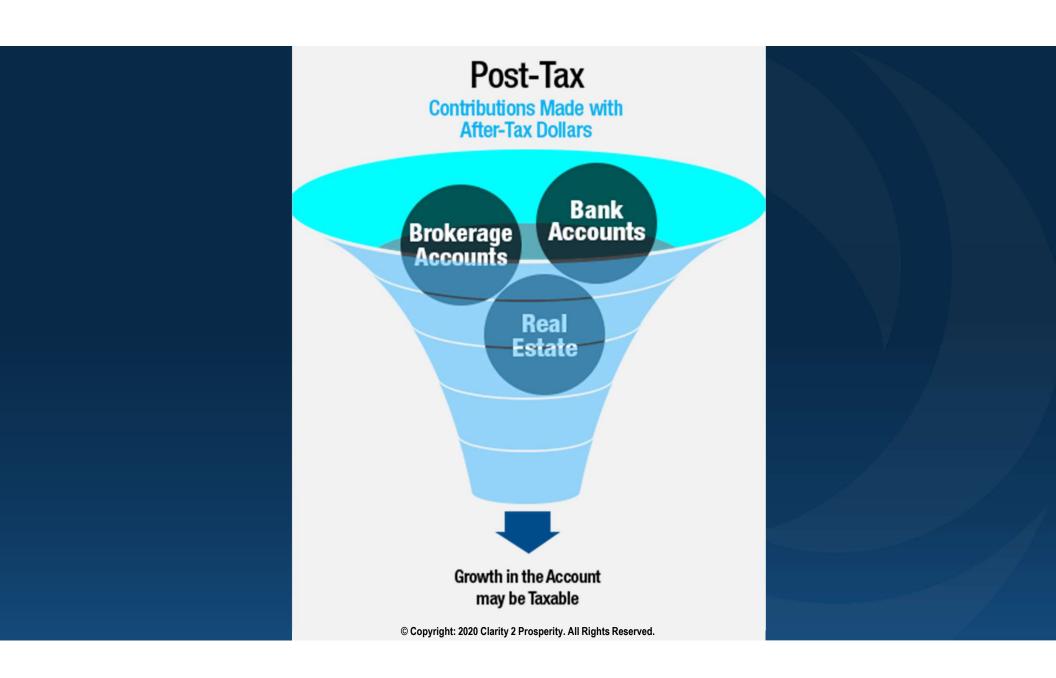


lanagement

# **TAX EFFICIENT FUNNELS**



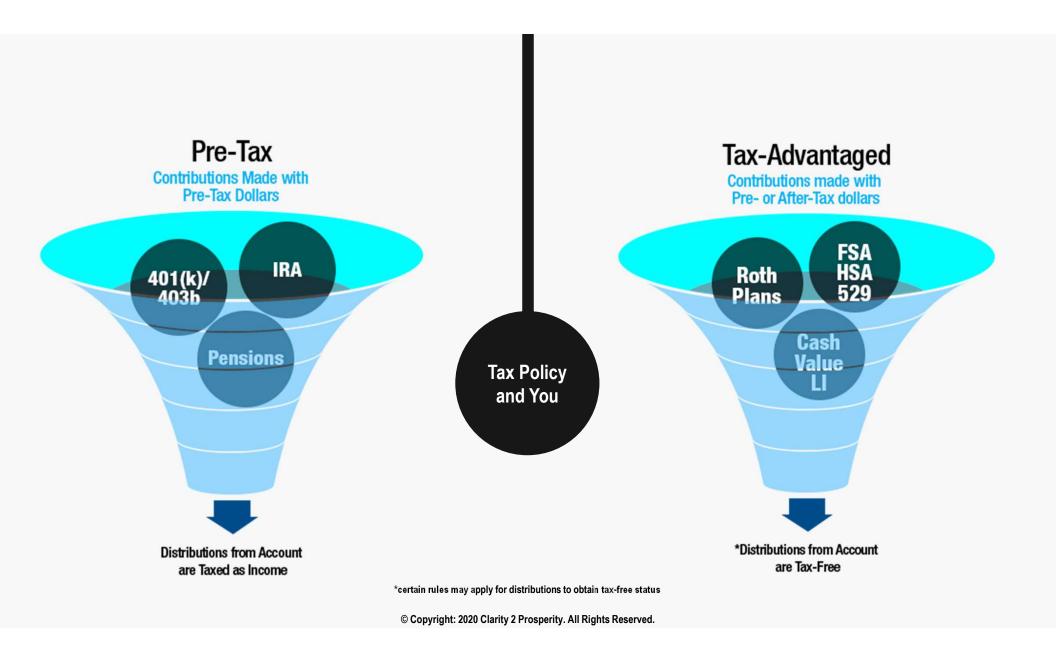




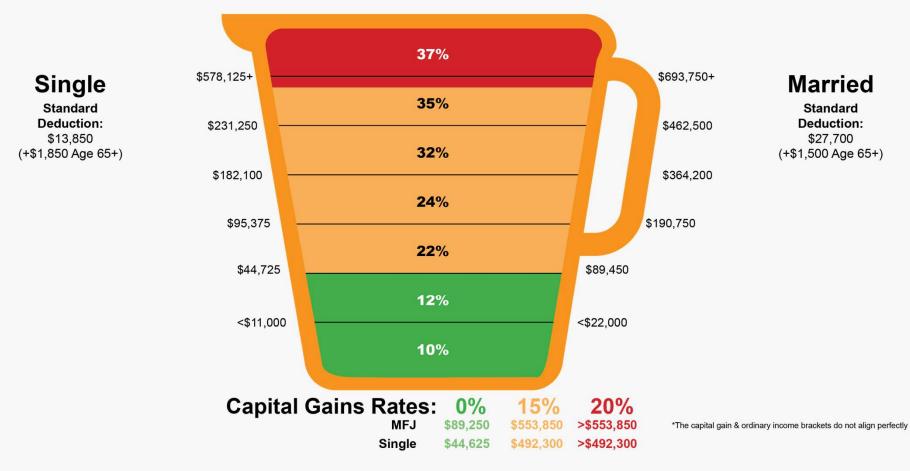


lanagement

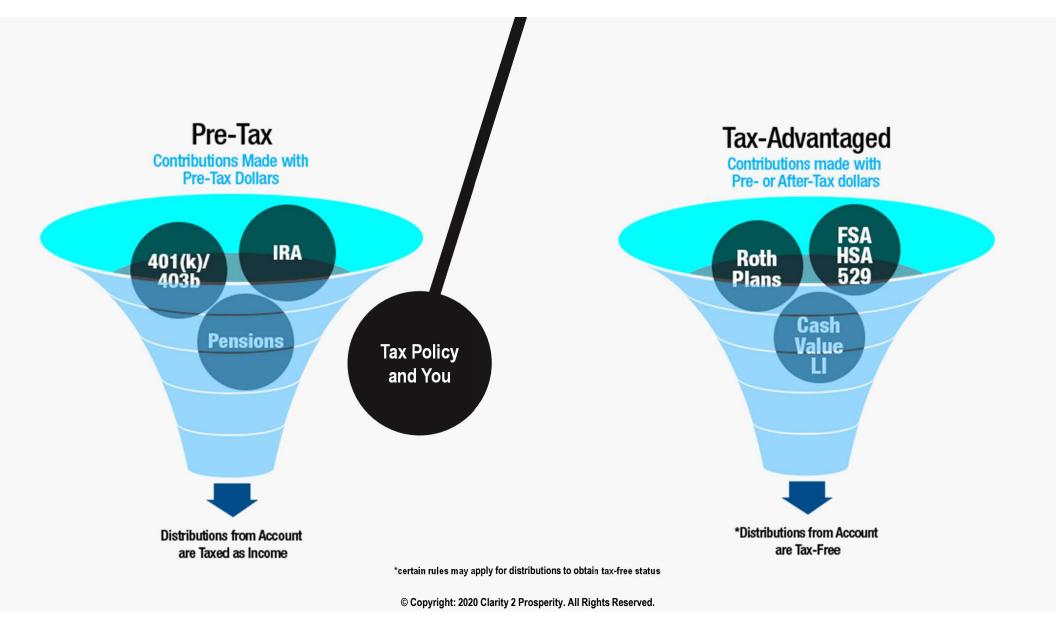
# **TAX EFFICIENT FUNNELS**

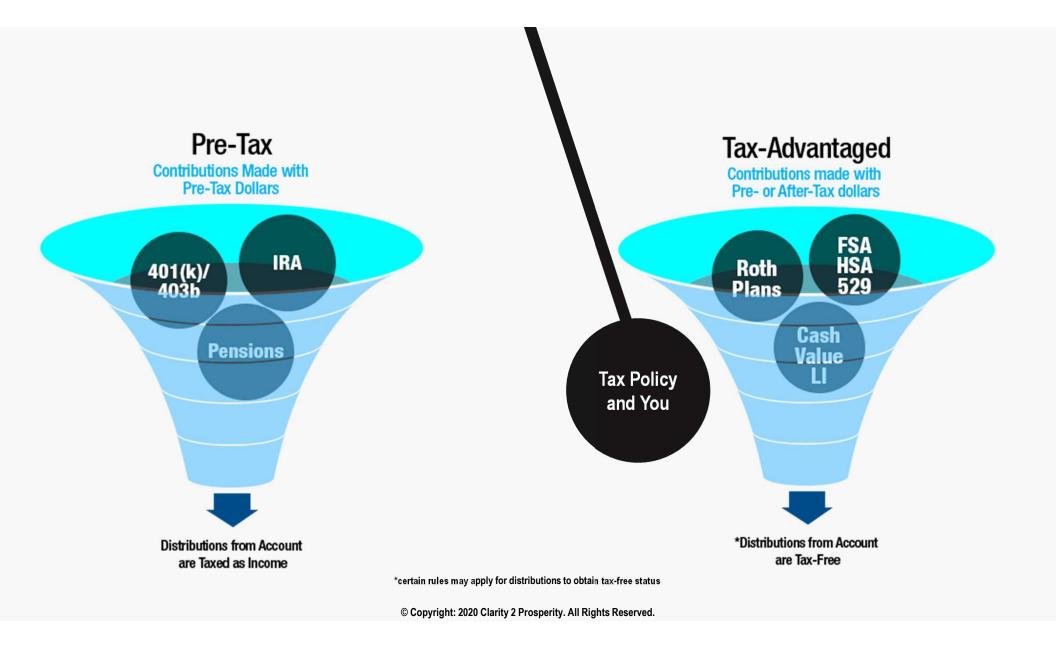


### 2023 Individual Income Tax Rates



© Copyright: 2020 Clarity 2 Prosperity. All Rights Reserved.

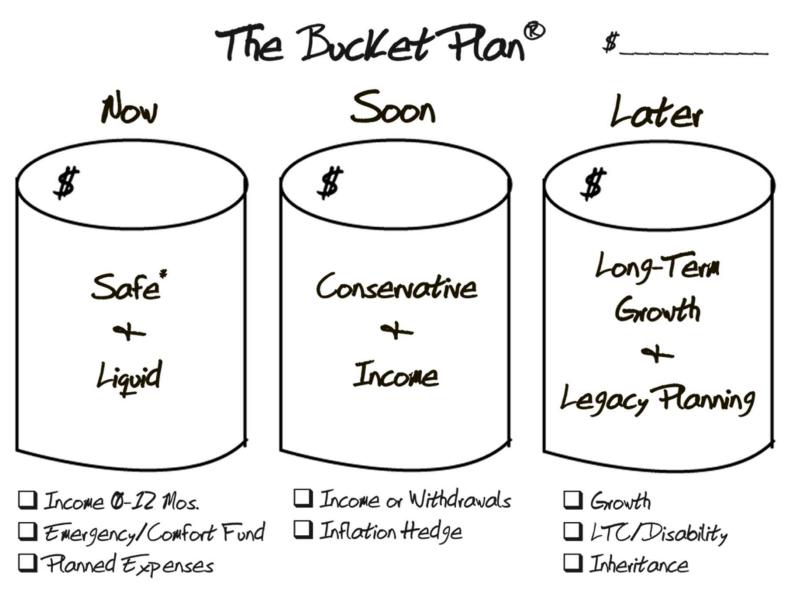






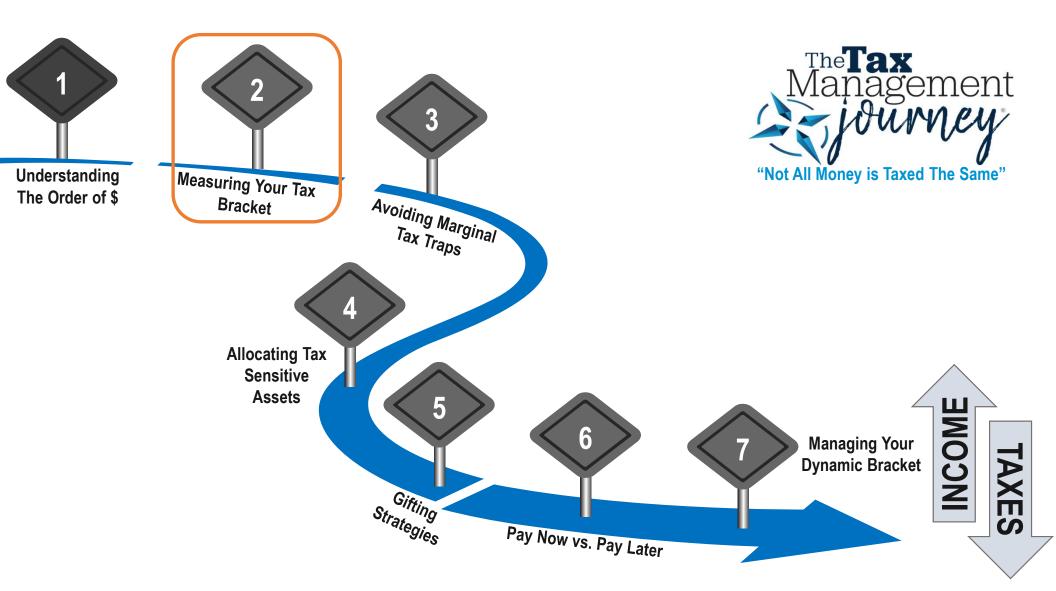
The**Tax** Ianagement

### **TAX EFFICIENT FUNNELS**

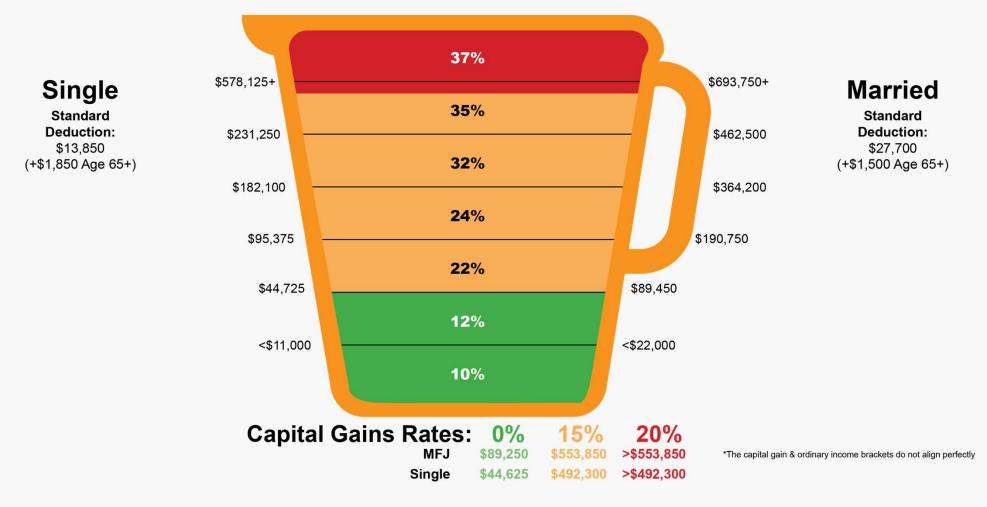


\*Money referred to as safe in the Now Bucket is intended to mean money held in a bank and subject to FDIC limitations.

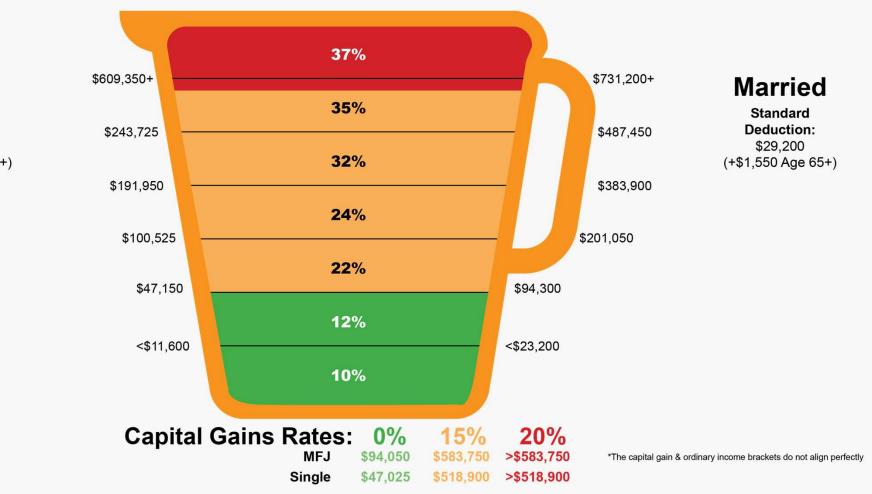
Rev: 01-04-19



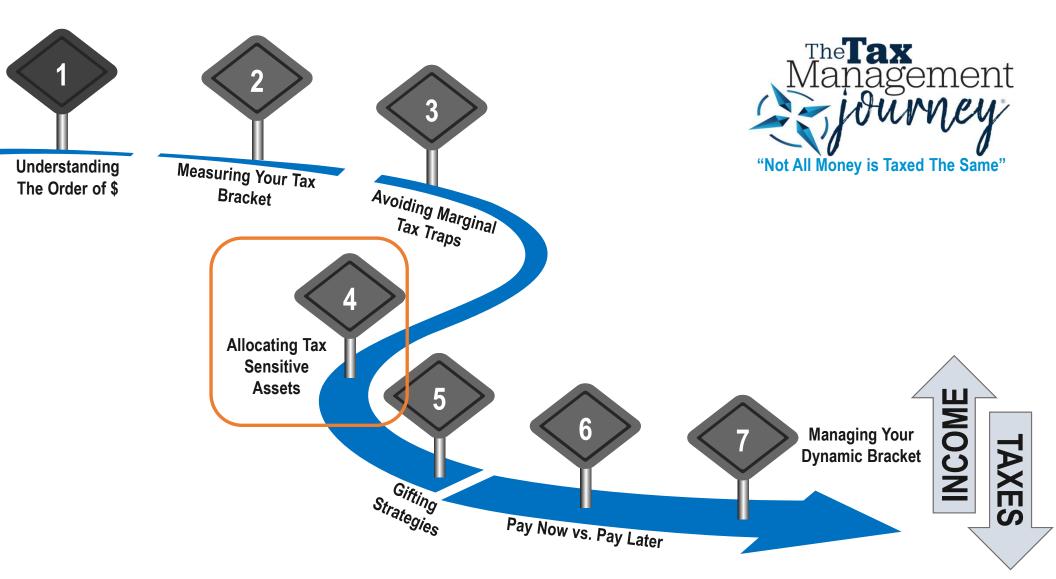
### 2023 Individual Income Tax Rates



### 2024 Individual Income Tax Rates

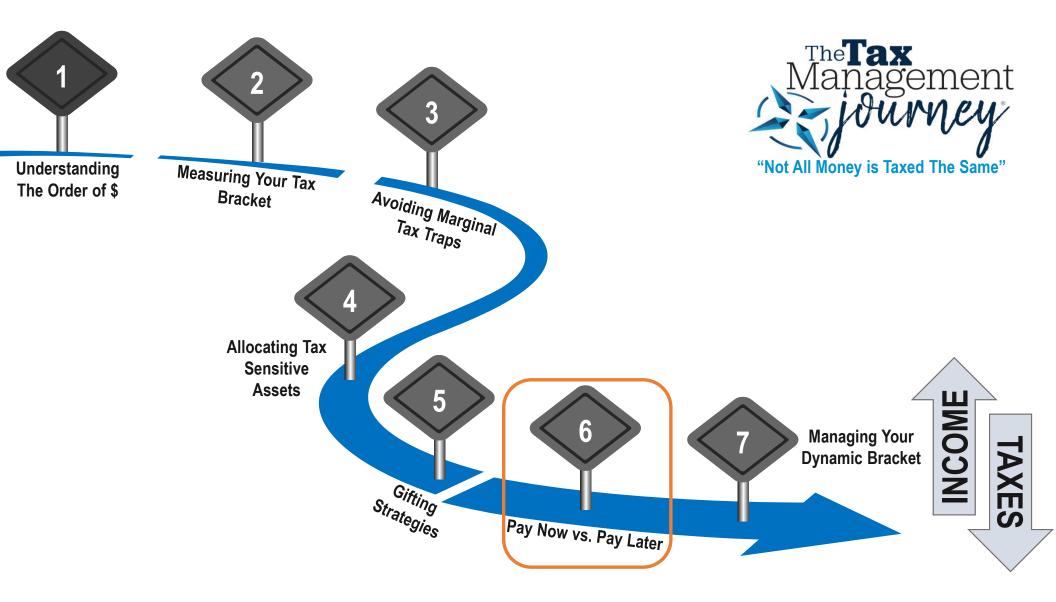


Standard Deduction: \$14,600 (+\$1,950 Age 65+)



### Tax Sensitive Asset Allocation

Interest	Pension and	Dividend	Capital Gain	Tax Exempt	Roth and
Income	IRA Income	Income	Income	Interest	Insurance
<ul> <li>Money market</li> <li>Corporate Bonds</li> <li>US Treasure Bonds</li> <li>Attributes</li> <li>Annual income tax on interest</li> <li>Taxed at highest marginal rates</li> </ul>	<ul> <li>Pension plans</li> <li>Profit sharing plans</li> <li>Annuities</li> <li>Attributes <ul> <li>Tax-deferred growth</li> <li>RMD for IRA and qualified plans</li> <li>No step-up</li> <li>Early withdrawal penalty</li> </ul> </li> </ul>	<ul> <li>Stocks</li> <li>Attributes <ul> <li>Qualified dividends at LTCG rate</li> <li>Step-up basis at death</li> </ul> </li> </ul>	<ul> <li>Stocks</li> <li>Mutual funds and EFTs</li> <li>Real estate sales</li> <li>Attributes</li> <li>Tax deferral until sale</li> <li>Reduced capital gains rate</li> <li>Step-up basis at death</li> </ul>	<ul> <li>Muni Bonds issued by state and local governmental entities</li> <li>Attributes</li> <li>Federal tax exempt</li> <li>State tax exempt</li> <li>Could cause tax on Social Security &amp; Medicare premiums</li> </ul>	<ul> <li>Roth 401(k)</li> <li>Roth IRA</li> <li>Cash Value Life Insurance</li> </ul> Attributes <ul> <li>Tax-free growth</li> <li>Tax-free distributions</li> <li>Tax-exempt payout at death</li> <li>No 72 RMD (For IRA &amp; Insurance)</li> </ul>



### The Tale of Two Retirements...







# John & Sally Married Over 65 John's Social Security: \$20,000



# John & Sally

Married Over 65 John's Social Security: \$20,000 Sally's Social Security: \$10,000



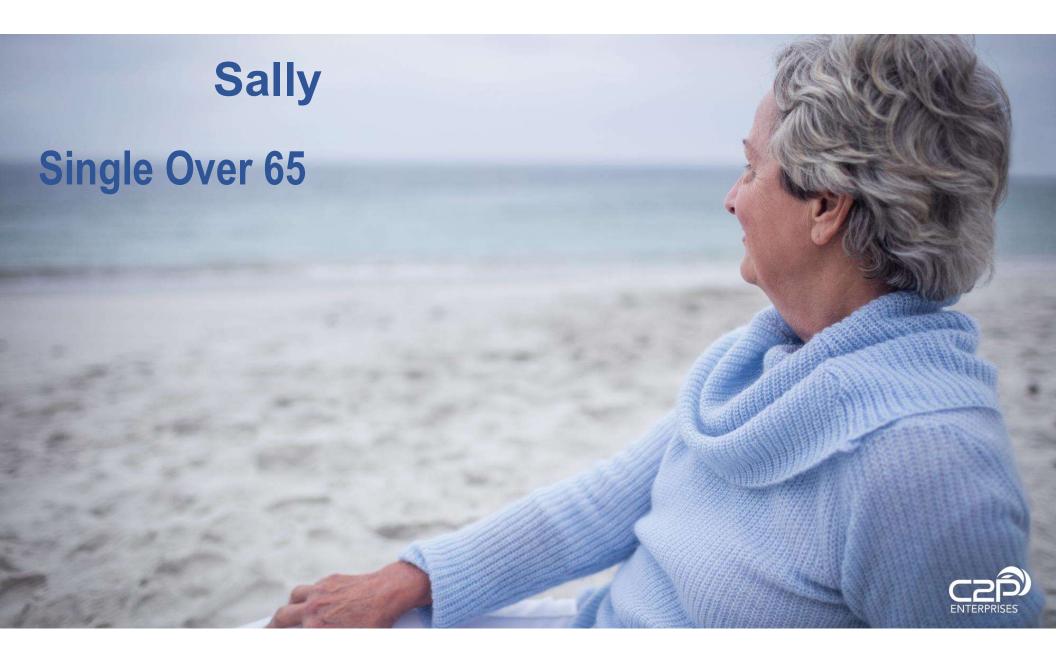
# Married Over 65 John's Social Security: \$20,000 Sally's Social Security: \$10,000 Total IRA Distributions: \$30,000

John & Sally



# John & Sally Married Over 65 John's Social Security: \$20,000 Sally's Social Security: \$10,000 Total IRA Distributions: \$30,000

# Federal Tax Due: \$988



# Sally Single Over 65 Social Security: \$20,000



### Sally

Single Over 65 Social Security: \$20,000 IRA Distribution: \$40,000



# Sally Single Over 65 Social Security: \$20,000 IRA Distribution: \$40,000

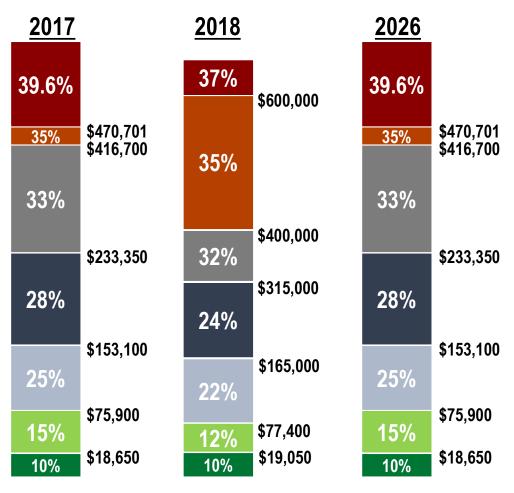
# Federal Tax Due: \$5,357

# Sally Single Over 65 Social Security: \$20,000 IRA Distribution: \$40,000

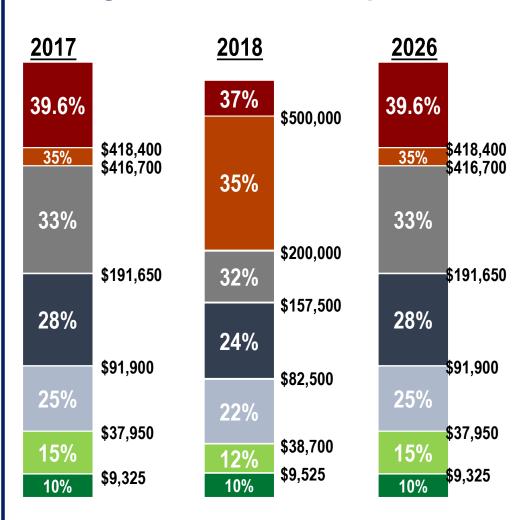
# 442% Tax Increase Federal Tax Due: \$5,357



### **Married Tax Bracket Comparison**



**Single Tax Bracket Comparison** 



Source: IRS Tax Tables 2017, 2018 and 2017 Tax Cuts and Jobs Act



Source: IRS Tax Tables 2017, 2018 and 2017 Tax Cuts and Jobs Act

### Headwinds

- Presidential Election
- Congress
- The Great Sunset
- Estate & Gift Tax
- Marketing Opportunity of a Lifetime



(22)

# CLIENT COMMUNICATION TIPS FROM MATT ABRAHAMS

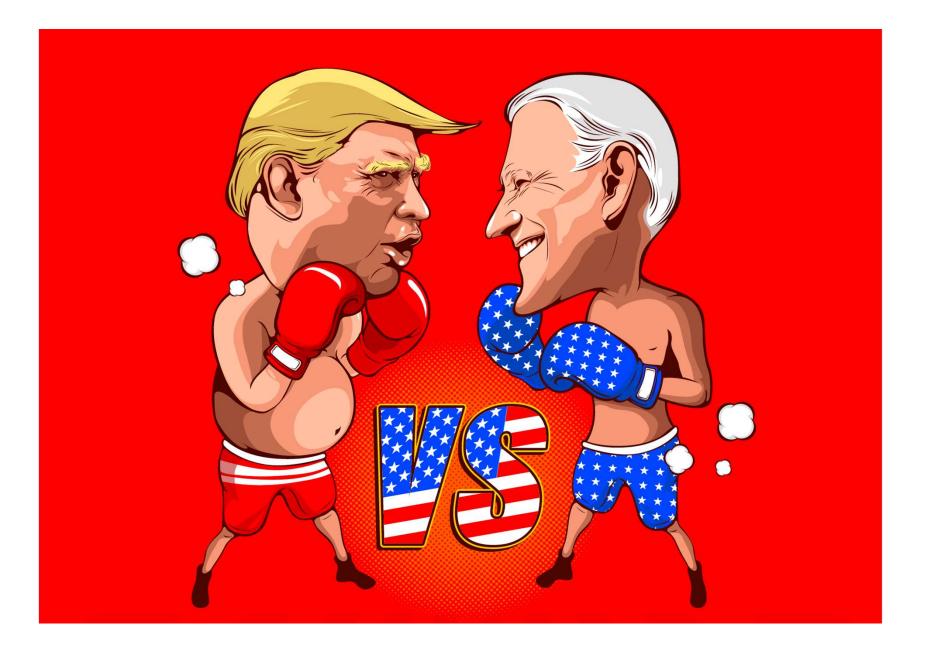


Dave Alison, CFP®, EA, BPC President & Founding Partner, C2P Enterprises

Founder & CEO, Alison Wealth Management

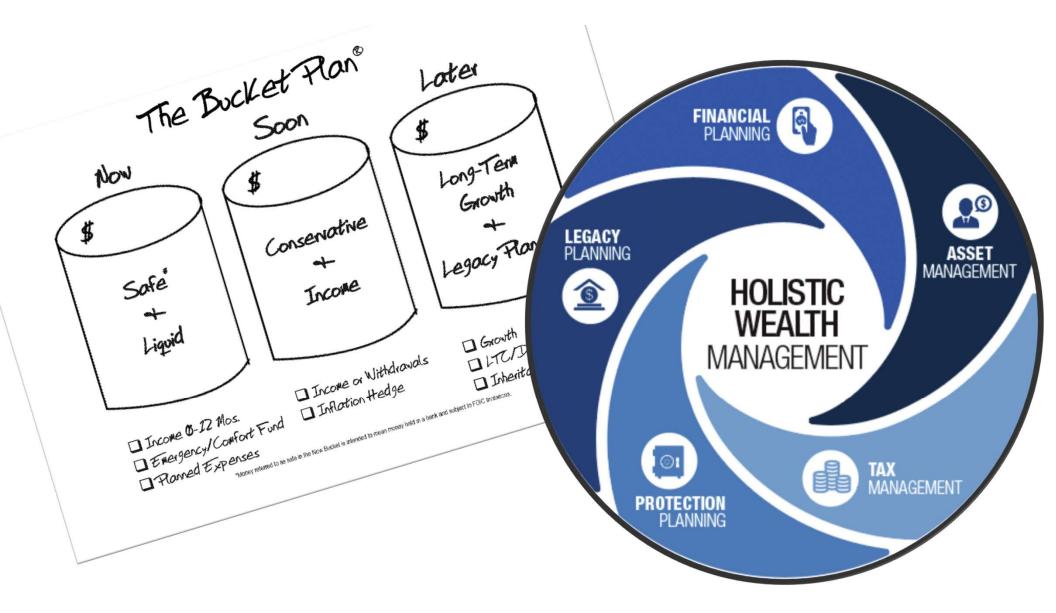


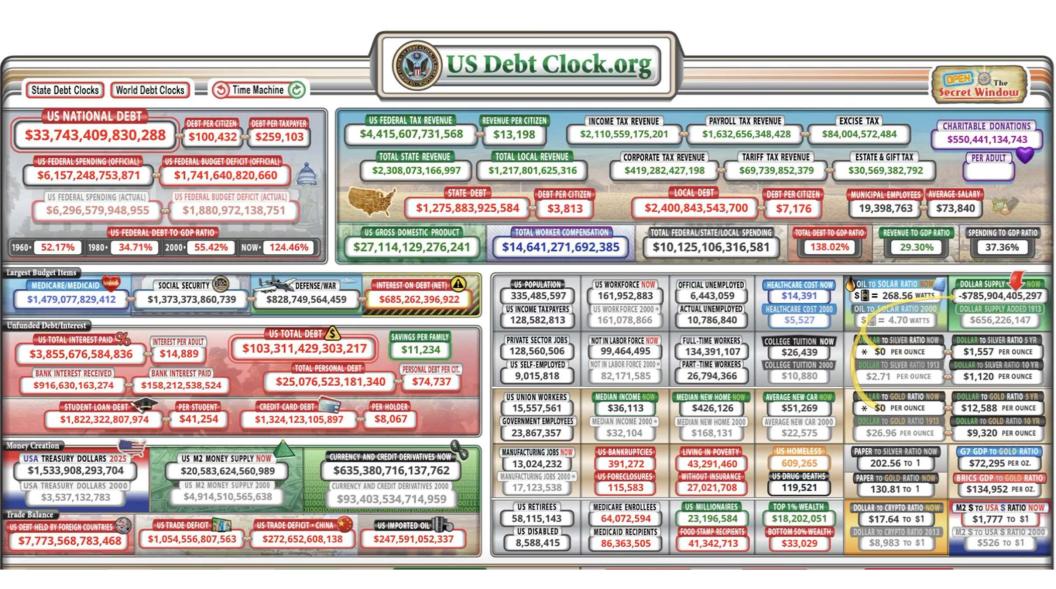
Matt Abrahams Communication Educator Author





# UNCERTAINTY





#### The Great Sunset

TC&J Act Sunsetting Provisions

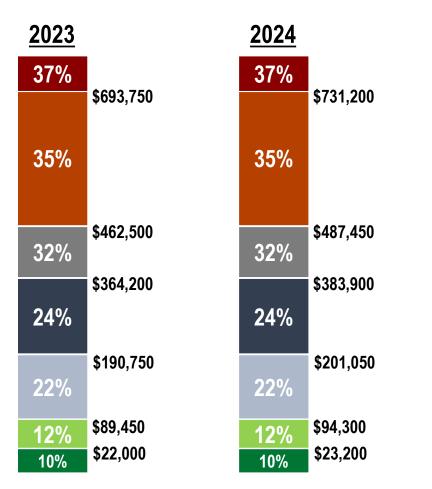


- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates

#### **Married Tax Bracket Comparison**

2023 Standard Deduction: \$27,700 (+\$1,500 65+)

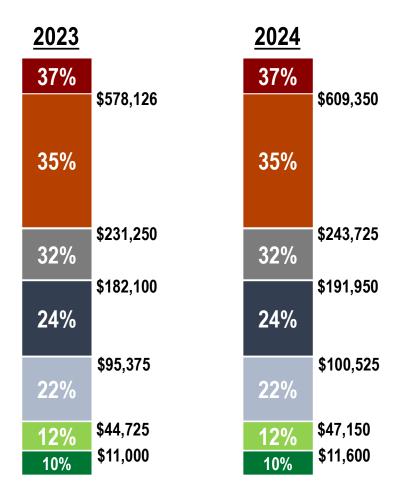
2024 Standard Deduction: \$29,200 (+\$1,550 65+)



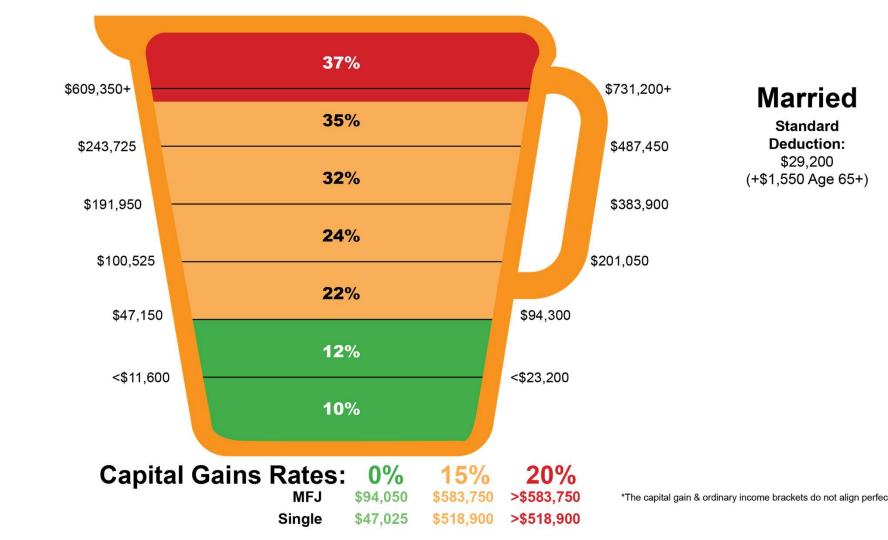
#### **Single Tax Bracket Comparison**

2023 Standard Deduction: \$13,850 (+\$1,850 65+)

2024 Standard Deduction: \$14,600 (+\$1,950 65+)

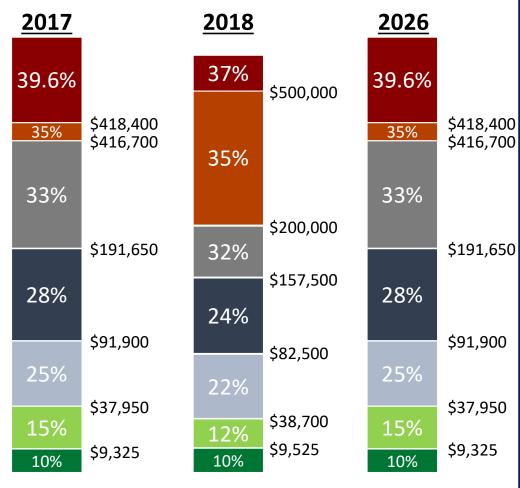


#### 2024 Individual Income Tax Rates

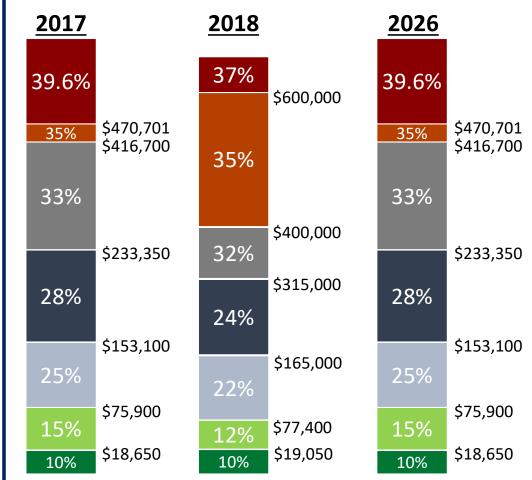


Standard Standard Deduction: \$14,600 (+\$1,950 Age 65+)

#### Single Tax Bracket Comparison



#### **Married Tax Bracket Comparison**



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
- 3. State and Local Tax (SALT) Deduction



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
- 3. State and Local Tax (SALT) Deduction
- 4. Qualified Business Income (QBI) 20% Deduction



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
- 3. State and Local Tax (SALT) Deduction
- 4. Qualified Business Income (QBI) 20% Deduction
- 5. Estate and Gift Tax Exemption Amount



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
- 3. State and Local Tax (SALT) Deduction
- Qualified Business Income (QBI) 20% Deduction
- 5. Estate and Gift Tax Exemption Amount
- 6. Miscellaneous Itemized Deductions and PEASE Limitation



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
- 3. State and Local Tax (SALT) Deduction
- 4. Qualified Business Income (QBI) 20% Deduction
- 5. Estate and Gift Tax Exemption Amount
- 6. Miscellaneous Itemized Deductions and PEASE Limitation
- 7. Mortgage and Home Equity Interest Deduction Limitation



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
- 3. State and Local Tax (SALT) Deduction
- 4. Qualified Business Income (QBI) 20% Deduction
- 5. Estate and Gift Tax Exemption Amount
- 6. Miscellaneous Itemized Deductions and PEASE Limitation
- 7. Mortgage and Home Equity Interest Deduction Limitation
- 8. Alternative Minimum Tax (AMT) Exemption and Phaseout



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
- 3. State and Local Tax (SALT) Deduction
- 4. Qualified Business Income (QBI) 20% Deduction
- 5. Estate and Gift Tax Exemption Amount
- 6. Miscellaneous Itemized Deductions and PEASE Limitation
- 7. Mortgage and Home Equity Interest Deduction Limitation
- 8. Alternative Minimum Tax (AMT) Exemption and Phaseout
- 9. Bonus Depreciation



- 1. Standard Deduction & Personal Exemptions
- 2. Income Tax Rates
  - State and Local Tax (SALT) Deduction
- 4. Qualified Business Income (QBI) 20% Deduction
  - Estate and Gift Tax Exemption Amount
    - Miscellaneous Itemized Deductions and PEASE Limitation
  - Mortgage and Home Equity Interest Deduction
     Limitation
  - Alternative Minimum Tax (AMT) Exemption and Phaseout
  - Bonus Depreciation
  - 10. Qualified Opportunity Zone (QOZ) Investing

### A Whole New World

Transfer Exemption

# 2025: \$14,150,000\* 2026: \$6,950,000\*\*

\*Projected based on a 4% inflation rate \*\*Projection Based on 4% inflation and sunsetting provision

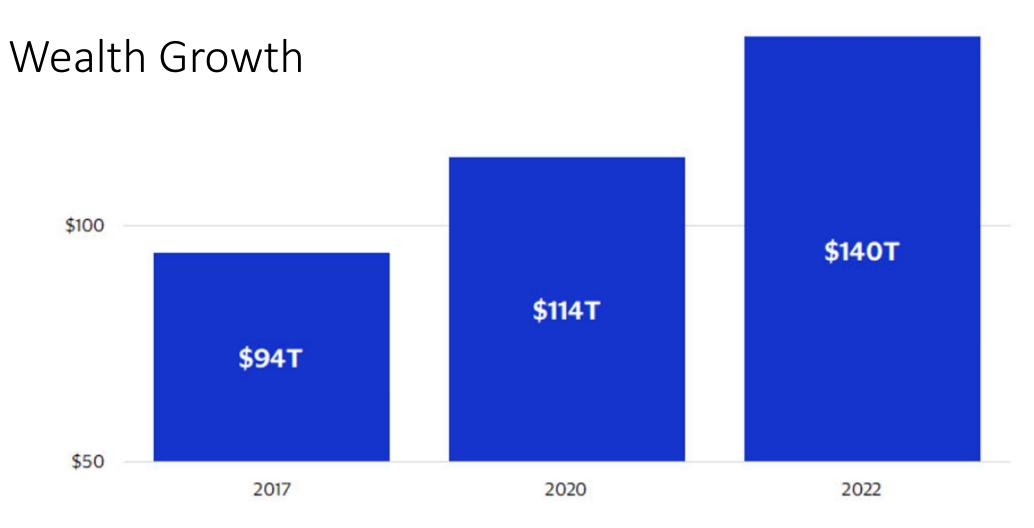
#### **Transfer Exemption**

Year of	Basic Exclusion	Year of	Basic Exclusion
Death	Amount	Death	Amount
2011	\$5,000,000	2018	\$11,180,000
2012	\$5,120,000	2019	\$11,400,000
2013	\$5,250,000	2020	\$11,580,000
2014	\$5,340,000	2021	\$11,700,000
2015	\$5,430,000	2022	\$12,060,000
2016	\$5,450,000	2023	\$12,920,000
2017	\$5,490,000	2024	\$13,610,000

#### 2025: \$14,150,000\* 2026: \$6,950,000\*\*

\*Projected based on a 4% inflation rate

\*\*Projection Based on 4% inflation and sunsetting provision

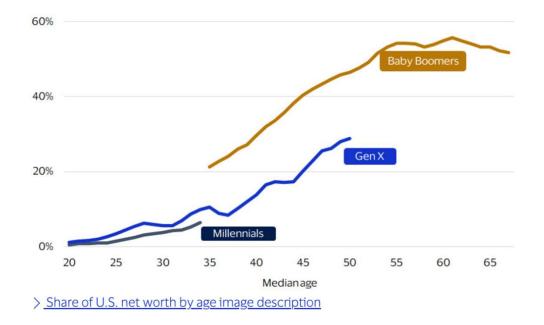


> Wealth increase image description

Source: https://usa.visa.com/partner-with-us/visa-consulting-analytics/economic-insights/the-sudden-increase-in-the-wealth-effect-and-its-impact-on-spending.html

#### Family Meetings

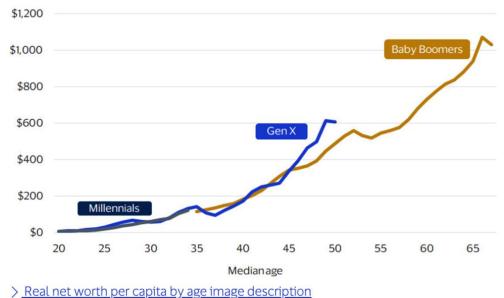
#### Share of U.S. net worth by age



(Percent. Last actual: Q3-2022)

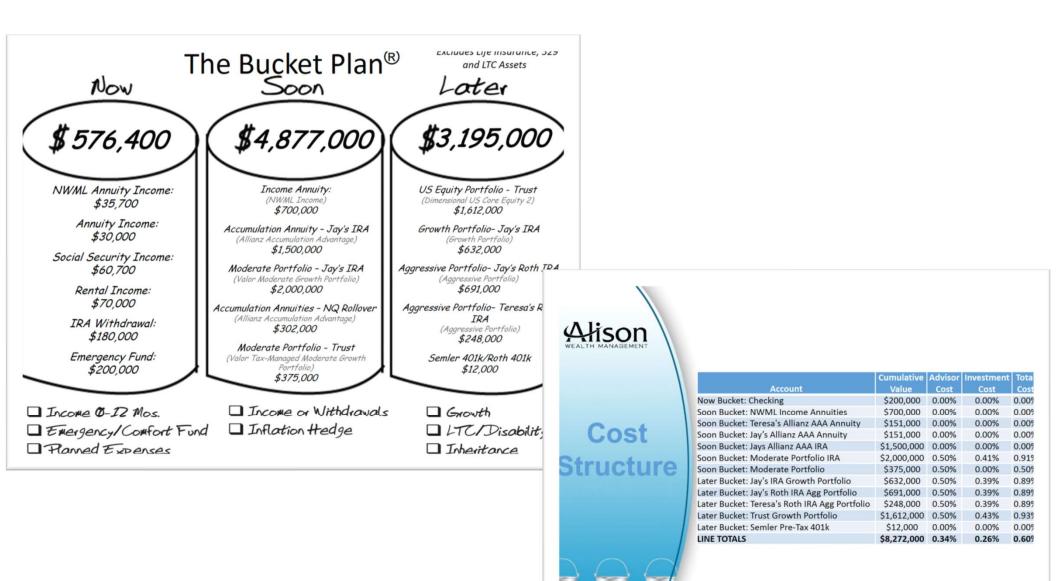
#### Real net worth per capita by age

(Thousands of dollars. Last actual: Q3-2022)



Source: https://usa.visa.com/partner-with-us/visa-consulting-analytics/economic-insights/the-sudden-increase-in-the-wealth-effect-and-its-impact-on-spending.html





/ear/Age	2023 (71/71) 2024 (72/72) 2025 (	73/73) 2026 (74/74) 2027 (75/75)					
Portfolio Asset Balances (Beginning o Taxable Investments Retirement Accounts Cash Accounts	1,771,624 1,886,957 2,0 4,218,051 4,464,581 4,6	09,796 2,140,636 2,279,991 60,433 4,603,558 4,849,581 42,853 3,649 0					
Annuity Accounts otal Portfolio Asset Balances (Beg							
Salary							
Jay's Employment Income Social Security							
Annuity Income	Year/Age	2028 (76/76) 2029 (77/77) 2030 (78/78	) 2031 (79/79)	2032 (80/80)			
Jay's Income Plan Teresa Income Plan Real Estate Income	Portfolio Asset Balances (Beginning of Year) Taxable Investments						
Planned Distributions Total Cash Inflows	Retirement Accounts Annuity Accounts						
Cash Outflows Living Expenses	Total Portfolio Asset Balances (Beginning of Year)						
Spent Savings Liabilities		Year/Age	2033 (81/81)	2034 (82/82)	2035 (83/83)	2036 (84/84)	2037 (85/85)
Real Estate Expenses	Cash Inflows	TeanAge	2000 (01101)	2004 (02/02)	2000 (00/00)	2000 (04/04)	2001 (05/05
Insurance Premiums Taxes	Social Security Annuity Income	Portfolio Asset Balances (Beginning of Year)					
Other Expenses	Jay's Income Plan	Taxable Investments	3,328,706	3,545,405	3,662,283	3,746,874	3,836,139
Jay's Medicare IRMAA Teresa's Medicare IRMAA	Teresa Income Plan	Retirement Accounts	5,085,261	5,129,307	5,372,418	5,699,717	6,050,524
Planned Savings Total Cash Outflows	Real Estate Income	Annuity Accounts	752,573	610,202	460,712	303,747	138,934
	Planned Distributions	Total Portfolio Asset Balances (Beginning of Year)	9,166,540	9,284,914	9,495,413	9,750,338	10,025,597
Total Inflows LESS: Total Outflows	Total Cash Inflows	Cash Inflows					
EQUALS: Net Cash Flow	Cash Outflaws	Social Security	95,407	98,270	101,218	104,254	107,381
	Cash Outflows Living Expenses	Annuity Income					
Total Portfolio Asset Balances (End	Spent Savings	Jay's Income Plan	17,850	17,850	17,850	17,850	17,850
	Liabilities	Teresa Income Plan	17,850	17,850	17,850	17,850	17,850
	Real Estate Expenses	Real Estate Income Planned Distributions	93,021 307,169	95,811 301,909	98,685 305,291	101,646 313,139	104,695 270,426
This analysis must be reviewed in conjunct not guaranteed. Actual results will vary, per	Insurance Premiums	Total Cash Inflows	531,297	531,690	540,894	554,739	518,202
of any commissions. They will reflect any te	Taxes Other Expenses				010,001		010,20
tax advisor before implementing any tax or	Jay's Medicare IRMAA	Cash Outflows					
Version 10.3.7	Teresa's Medicare IRMAA	Living Expenses	214,557	220,994	227,624	234,453	241,48
	Total Cash Outflows	Spent Savings Liabilities	3	0	0	1	00.07
		Real Estate Expenses	80,976 74,087	80,976 76,310	80,976 78,600	80,976 80,958	80,976 83,387
	Total Inflows	Insurance Premiums	109,200	109,200	109,200	109,200	109,200
	LESS: Total Outflows EQUALS: Net Cash Flow	Taxes	276,549	201,482	179,134	184,047	167,975
	EQUALS: Net Cash Flow	Other Expenses					
	Total Portfolio Asset Balances (End of Year)	Jay's Medicare IRMAA Teresa's Medicare IRMAA	9,042 9,042	9,313 9,313	9,592 9,592	9,880 9,880	10,176
	real fortiono Asser Ediances (End of Tear)	Total Cash Outflows	773,456	707,588	694,718	709,395	703,377
			,	,	504,110		,.
		Total Inflows	531,297	531,690	540,894	554,739	518,202
		LESS: Total Outflows	773,456	707,588	694,718	709,395	703,377
		EQUALS: Net Cash Flow	(242,159)	(175,898)	(153,824)	(154,656)	(185,175)
		Total Portfolio Asset Balances (End of Year)	9,284,914	9,495,413	9,750,338	10,025,597	10,344,489

not guaranteed. Actual results will vary, perhaps to a significar of any commissions. They will reflect any fees or product charge tax advisor before implementing any tax or legal strategies.

#### Estate Growth and Tax Impact Base Facts

The Estate Growth and Tax Impact report shows the value of assets inside your estate, the reduction in value due to taxes and expenses, and the net amount to your heirs at multiple periods of time assuming the death of you and your spouse at those time periods.

**Current Situation (2023)** 

In 10 Years (2033)

**Gross Estate** \$18,797,274 \$26,525,819 \$39,567,063 **Taxes & Expenses** \$1,605,449 \$4,584,765 \$7,317,492 **Net To Heirs** \$17,191,825 \$21,941,050 \$32,249,571 **Current Situation** In 10 Years In 20 Years Taxes & Expenses (8.54%) Taxes & Expenses (17.28%) Taxes & Expenses (18.49%) Net To Heirs (91.46%) Net To Heirs (82.72%) Net To Heirs (81.51%)

This analysis must be reviewed in conjunction with the limitations and conditions disclosed in the Disclaimer page. Projections are based on assumptions provided by the advisor/representative, and are not guaranteed. Actual results will vary, perhaps to a significant degree. The projected reports are hypothetical in nature and for illustrative purposes only. Return assumptions do not reflect the deduction of any commissions. They will reflect any fees or product charges when entered by the advisor/ representative. Deduction of such charges would result in a lower rate of return. Consult your legal and/or tax advisor before implementing any tax or legal strategies.

Start Presenting

In 20 Years (2043)

Web Print

Generate -

# Focus On Lifetime Taxes

-		~		1000				00		1 1	-			101	-
40	10	А	88	ac	ST	U.		21	15	4 (	1:1	ge	117	<b>'</b> 9!	
-						~		_	~		<b>1</b>	<u> </u>	 		-/

	Year	Age	Income Flows	Investment Income	Planned Distributions	Total Inflows	Total Expenses	Total Outflows	Net Cash Flow	Total Portfolio Assets
	2023	70/64	\$13,374	\$475	\$0	\$13,849	\$120,000	\$120,000	(\$106,151)	\$9,073,411
	2024	71/65	\$55,101	\$508	\$0	\$55,609	\$123,600	\$123,600	(\$67,991)	\$9,594,381
	2025	72/66	\$56,754	\$543	\$0	\$57,297	\$127,308	\$127,308	(\$70,011)	\$10,148,315
	2026	73/67	\$68,494	\$0	\$304,865	\$373,359	\$228,767	\$228,767	\$144,592	\$10,648,695
	2027	74/68	\$85,022	\$0	\$325,491	\$410,513	\$247,699	\$247,699	\$162,814	\$11,176,804
	2028	75/69	\$87,572	\$0	\$346,132	\$433,704	\$263,797	\$263,797	\$169,907	\$11,722,874
	2029	76/70	\$90,200	\$0	\$368,060	\$458,260	\$280,884	\$280,884	\$177,376	\$12,286,907
	2030	77/71	\$92,906	\$0	\$389,644	\$482,550	\$298,325	\$298,325	\$184,225	\$12,869,518
	2031	78/72	\$95,693	\$0	\$414,276	\$509,969	\$317,562	\$317,562	\$192,407	\$13,469,924
	2032	79/73	\$98,564	\$0	\$522,459	\$621,023	\$375,082	\$375,082	\$245,941	\$14,050,767
	2033	80/74	\$101,521	\$0	\$555,778	\$657,299	\$400,336	\$400,336	\$256,963	\$14,642,029
	2034	81/75	\$104,567	\$0	\$588,242	\$692,809	\$425,916	\$425,916	\$266,893	\$15,243,716
	2035	82/76	\$107,704	\$0	\$625,265	\$732,969	\$454,222	\$454,222	\$278,747	\$15,853,441
	2036	83/77	\$110,935	\$0	\$660,933	\$771,868	\$481,623	\$481,623	\$290,245	\$16,472,238
	2037	84/78	\$114,263	\$0	\$702,391	\$816,654	\$510,797	\$510,797	\$305,857	\$17,098,514
	2038	85/79	\$117,691	\$0	\$742,436	\$860,127	\$540,315	\$540,315	\$319,812	\$17,731,914
	2039	86/80	\$121,221	\$0	\$784,453	\$905,674	\$574,472	\$574,472	\$331,202	\$18,367,766
	2040	87/81	\$124,857	\$0	\$827,797	\$952,654	\$610,744	\$610,744	\$341,910	\$19,003,634
	2041	88/82	\$128,603	\$0	\$868,489	\$997,092	\$647,029	\$647,029	\$350,063	\$19,639,014
	2042	89/83	\$132,461	\$0	\$915,509	\$1,047,970	\$687,254	\$687,254	\$360,716	\$20,269,457
	2043	90/84	\$136,435	\$0	\$958,767	\$1,095,202	\$726,851	\$726,851	\$368,351	\$20,894,728
	2044	91/85	\$140,528	\$0	\$1,002,018	\$1,142,546	\$767,626	\$767,626	\$374,920	\$21,512,790
	2045	92/86	\$144,744	\$0	\$1,045,965	\$1,190,709	\$809,818	\$809,818	\$380,891	\$22,121,229
	2046	93/87	\$149,086	\$0	\$1,090,351	\$1,239,437	\$853,307	\$853,307	\$386,130	\$22,717,573
	2047	94/88	\$153,558	\$0	\$1,123,537	\$1,277,095	\$892,606	\$892,606	\$384,489	\$23,304,662
٢	2048	95/89	\$158,164	\$0	\$1,156,802	\$1,314,966	\$932,960	\$932,960	\$382,006	\$23,880,361
	2049	96/90	\$115,365	\$0	\$875,977	\$991,342	\$849,235	\$849,235	\$142,107	\$24,519,976
	2050	97/91	\$118,826	\$0	\$913,623	\$1,032,449	\$888,831	\$888,831	\$143,618	\$25,153,962
	2051	98/92	\$122,392	\$0	\$951,576	\$1,073,968	\$929,555	\$929,555	\$144,413	\$25,780,369
	2052	99/93	\$126,064	\$0	\$989,552	\$1,115,616	\$971,291	\$971,291	\$144,325	\$26,397,220
	2053	100/94	\$129,846	\$0	\$1,016,375	\$1,146,221	\$1,008,771	\$1,008,771	\$137,450	\$27,007,669
	2054	101/95	\$133,741	\$0	\$1,041,322	\$1,175,063	\$1,046,249	\$1,046,249	\$128,814	\$27,610,909

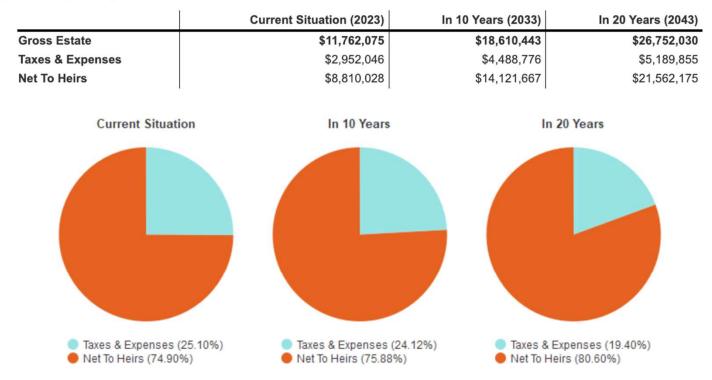
	Year	Age	Gross Total Income	Regular Federal Income Tax	Capital Gains Tax	Other Income Taxes	Total Income Tax	Effective Income Tax Rate
	2023	70/64	\$26,544	\$0	\$0	\$0	\$0	0.00%
	2024	71/65	\$63,022	\$0	\$0	\$0	\$0	0.00%
	2025	72/66	\$82,800	\$0	\$0	\$0	\$0	0.00%
	2026	73/67	\$373,362	\$78,052	\$0	\$19,588	\$97,640	26.15%
	2027	74/68	\$417,486	\$90,481	\$0	\$22,157	\$112,638	26.98%
	2028	75/69	\$448,860	\$99,808	\$0	\$24,876	\$124,684	27.78%
	2029	76/70	\$482,336	\$109,791	\$0	\$27,807	\$137,598	28.53%
	2030	77/71	\$516,336	\$119,942	\$0	\$30,798	\$150,740	29.19%
	2031	78/72	\$554,264	\$131,380	\$0	\$34,169	\$165,549	29.87%
	2032	79/73	\$676,727	\$172,358	\$0	\$46,151	\$218,509	32.29%
	2033	80/74	\$727,542	\$188,204	\$0	\$50,862	\$239,066	32.86%
	2234	21/75	\$74,833			\$55,646	\$259,808	33.36%
	2075	62 76	\$8,5,9 3			\$61,007	\$283,131	33.87%
	2036	83/77	\$893,294	\$238,981	\$0	\$66,418	\$305,399	34.19%
	2037	84/78	\$957,922	\$256,743	\$0	\$72,543	\$329,286	34.38%
	2038	85/79	S ,022,94		\$0	\$78,753	\$353,359	34.54%
	2039	86/80	<u>8,091/57</u>	\$256,743 ,092 <sup>\$274,6</sup> 48	\$0	\$85,359	\$381,907	34.98%
	2040	87/81	\$1,163,670	\$319,889	\$0	\$92,513	\$412,402	35.44%
	2041	88/82	\$1,234,759	\$342,650	\$0	\$100,087	\$442,737	35.86%
	2042	89/83	\$1,313,965	\$368,295	\$0	\$108,538	\$476,833	36.29%
	2043	90/84	\$1,391,405	\$393,132	\$0	\$116,985	\$510,117	36.66%
	2044	91/85	\$1,470,780	\$418,464	\$0	\$125,926	\$544,390	37.01%
	2045	92/86	\$1,552,835	\$444,682	\$0	\$135,203	\$579,885	37.34%
	2046	93/87	\$1,637,377	\$471,678	\$0	\$144,798	\$616,476	37.65%
	2047	94/88	\$1,712,827	\$495,271	\$0	\$153,399	\$648,670	37.87%
۲	2048	95/89	\$1,790,233	\$519,461	\$0	\$162,245	\$681,706	38.08%
	2049	96/90	\$1,507,929	\$433,912	\$0	\$156,531	\$590,443	39.16%
	2050	97/91	\$1,580,785	\$456,732	\$0	\$165,543	\$622,275	39.36%
	2051	98/92	\$1,655,656	\$480,175	\$0	\$174,827	\$655,002	39.56%
	2052	99/93	\$1,732,302	\$504,145	\$0	\$184,356	\$688,501	39.74%
	2053	100/94	\$1,799,588	\$524,604	\$0	\$192,893	\$717,497	39.87%
	2054	101/95	\$1,866,547	\$544,828	\$0	\$201,409	\$746,237	39.98%

#### **Beneficiary Tax**

#### Estate Growth and Tax Impact Base Facts

The Estate Growth and Tax Impact report shows the value of assets inside your estate, the reduction in value due to taxes and expenses, and the net amount to your heirs at multiple periods of time assuming the death of you and your spouse at those time periods.

Web Print Generate -



This analysis must be reviewed in conjunction with the limitations and conditions disclosed in the Disclaimer page. Projections are based on assumptions provided by the advisor/representative, and are not guaranteed. Actual results will vary, perhaps to a significant degree. The projected reports are hypothetical in nature and for illustrative purposes only. Return assumptions do not reflect the deduction of any commissions. They will reflect any fees or product charges when entered by the advisor/ representative. Deduction of such charges would result in a lower rate of return. Consult your legal and/or tax advisor before implementing any tax or legal strategies.

Current IRA Value: \$8,000,000 @ 6.51% Growth Rate Distributions = RMD Only Lifetime Taxes: \$12m Beneficiary Taxes: \$5m

#### Total Family Tax Bill

Tax Laws Changes Coming Podcast Episodes on Each Topic Blogs YouTube Videos on Current Events Consumer Seminars

Marketing Ideas

## The **Tax** Management *November November Eebruary* 21-22

Scan here to get more information about our upcoming Tax Management Journey training in February.



Financial Planning and Advisory Services are offered through Prosperity Capital Advisors ("PCA") an SEC registered investment adviser with its principal place of business in the State of Ohio. PCA and its representatives are in compliance with the current registration requirements imposed upon registered investment advisers by those states in which PCA maintains clients. PCA may only transact business in those states in which it is registered or qualifies for an exemption or exclusion from registration requirements. Any subsequent, direct communication by PCA with a prospective client shall be conducted by a representative that is either registered or qualifies for an exemption or exclusion from registration advice. Content may have been created by a Third Party and was not written or created by a PCA affiliated advisor and does not represent the views and opinions of PCA or its subsidiaries. This site may contain links to articles or other information that may be contained on a third-party website. PCA is not responsible for and does not control, adopt, or endorse any content contained on any third-party website. For information pertaining to the registration status of PCA, please contact the firm or refer to the Investment Adviser Public Disclosure web site (www.adviserinfo.sec.gov). For additional information about PCA, including fees and services, send for our disclosure statement as set forth on Form ADV from PCA using the contact information herein. Please read the disclosure statement carefully before you invest or send money.

# BACK OFFICE TAX SERVICES





LEARN MORE!



**Tax Opportunity Review** 



#### **Tax Consultations**



Microsoft Bookings

December 2023 For Broker Dealer / RIA / Financial Professional use only.

(262) 626-2590 www.Real

www.RealWealthMarketing.com

Info@RealWealthMarketing.com

@RealWealthMktg

# SAVING APP CURRENCE

Get into the psychology of your clients' spending, at **20% off**!



https://strategist.livecurrence.com/ offers/REALWEALTH20 PSL Power Session LIVE

December 2023 For Broker Dealer / RIA / Financial Professional use only.

(262) 626-2590 www.RealWealt

www.RealWealthMarketing.com Info@RealWe

Info@RealWealthMarketing.com @RealW

@RealWealthMktg

# LEARN MORE ABOUT

## **REAL WEALTH**



<b>Thomas Clark</b>	Jose Rodriguez Jr	Roger Relfe	Laurie McNamara
"Have been in the	"I really	"I have 3	"Today's
business longer	enjoyed	businesses who	speaker really
than John and his talking points are	today's	need to work	spoke to Me! I
the most complete	presentation.	on next	am already
and effective I have	Thank you all,	generation	forming my
ever seen. These	Real Wealth®	succession	Top 3 for this
alone are worth a	is the best."	now!!"	year!"
fortune!"		10.001	J Cull. Power Sess

December 2023 For Broker Dealer / RIA / Financial Professional use only.

Testimonials herein may not be representative of the experience of other customers, do not guarantee of future performance or success, and no participants have been compensated for their testimonial.

(262) 626-2590 www.Real

www.RealWealthMarketing.com

Info@RealWealthMarketing.com @RealWealthMktg

# QUESTION & ANSWER

Type in your questions now!

Don't forget to register for these *every month*! Second Friday @ 10:30 am CST



December 2023 For Broker Dealer / RIA / Financial Professional use only.

(262) 626-2590 www.RealWealthMarketing.com

Info@RealWealthMarketing.com

@RealWealthMktg