



**Special Report!**



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Investment Advisor

## How to Review and Reduce Your 2010 Income Taxes (Even if it is already 2011. No, it's not too late!)

Say the word “taxes” and most people groan. There are good reasons for this response: Many taxpayers view the cost of paying taxes as a financial burden, and feel frustrated every time they review their paychecks after federal income taxes, state income taxes, social security and Medicare taxes are withheld!

Current tax laws are very complicated and change constantly. The federal tax rules were less than 400 pages in 1913 and increased to 67,204 pages by the year 2007! Remember, the term “*tax simplification*” is an oxymoron! In fact, tax strategies and ideas that might have worked in the past might not be appropriate or available using today’s tax laws.

Unfortunately, many taxpayers are confused about the tax laws and often don’t even become educated on even the basic rules. Some people may even say, “I never pay any taxes – I always get a refund!” With all the complexity of the tax laws, it is very easy to miss out on opportunities or make mistakes, which can cause unnecessary taxes and penalties. Most people do not make tax mistakes on purpose; it is that they just didn’t know any better. Remember – a small mistake on a small amount of money is a small amount of money; however, a small mistake on a large amount of money is a lot of money!

This special report reviews some of the major tax law changes that have taken place recently and are peppered with a wide range of tax reduction strategies for all types of taxpayers: individuals, married couples and trusts, business owners, inheritors, retirees and those nearing retirement. In fact, in certain instances it’s still not too late to reduce your 2010 income taxes, even though it is 2011.

As you read this report, please make a note of each tax strategy you think you could use. Not all strategies are appropriate for all taxpayers. Consider how one tax strategy may affect another, and confirm what any income tax consequences might be (both state *and* federal tax laws). Understand all the details before making any decisions – and remember – it is easier to avoid a problem

than it is to solve one! Discuss any ideas with your tax preparer before taking any action.

Remember the old saying, “If it wasn’t for the last minute, nothing would ever get done.” Capitol Hill made a textbook example of this old saying when it finally passed the “Tax Relief, Unemployment Insurance Reauthorization and Job Creation Act of 2010” on December 17, only two hours before their Christmas break. This new tax law extends the “Bush tax cuts” for capital gains and dividends as well as numerous provisions in the Economic Growth and Tax Relief Reconciliation Act of 2001 (EGTRRA) that were scheduled to “sunset” (or expire) after 2010. In addition, all of the 2010 federal income tax rates were extended for 2 years, regardless of anyone’s income or filing status. It also provides Alternative Minimum Tax (AMT) relief to individuals, creates a one-year payroll tax “holiday”, enhances write-offs for business equipment, and resolves many uncertainties about the federal estate tax, at least for the short-term.

All examples mentioned in this report are hypothetical and meant for illustrative purposes only.

### Tax Strategies Effective in 2010 and Beyond

There are plenty of opportunities to help reduce your 2010 taxes even though it is already 2011. Here are some of the more important tax breaks for many individuals:

### Capital Gains and Qualified Dividends

The extension of the tax rules affect most investors, savers and earners and that is why this new law is so important. See the chart on the next page which shows the tax brackets that were set to return if the 2-year extension had not been enacted. Please keep in mind that the 2-year window is set to expire at the end of 2012 and therefore we

are scheduled to once again face dramatic changes in the tax landscape.

<b>Federal Income Tax Rates</b>		
	<b>2010 (and extended to 2011 &amp; 2012)</b>	<b>Scheduled to Return in 2013</b>
<b>Ordinary Taxable Income Rates</b>	10%, 15%, 25%, 28%, 33%, 35%	15%, 25%, 31%, 36%, 39.6%
<b>Long-Term Capital Gains Rate</b>	0% rate (for 10/15% brackets); 15% rate (for other tax brackets)	10% (for 15% bracket); 20% rate (for other brackets)
<b>Qualified Dividends Rate</b>	0% rate (for 10/15% brackets); 15% rate (for other tax brackets)	Taxed as ordinary income.

### 1. Long-Term Capital Gains and Qualified Dividends.

The new law preserves tax-favored treatment for long-term capital gains and qualified dividends. For 2010 through 2012, these capital gains and corporate dividends will continue to be taxed at a maximum federal rate of 15%, and 0% federal tax rate for taxpayers in the 10% and 15% tax brackets. Without the new tax law changes, the maximum tax rate for long-term capital gains would have increased to 20% (10% for taxpayers in the 15% tax bracket). Even worse, qualified dividends would have been taxed at ordinary income tax rates reaching as high as 39.6%!

**Remember** – these low tax rates apply to long-term capital gains and not short-term capital gains. Long-term refers to those investments that you owned for more than one year before you sold them. Short-term refers to investments you held for one year or less before selling.

Please note that although long-term capital gains and qualified dividends are subject to a low federal income tax rate, your state income tax rules could be different. Please make sure that you check your particular state’s tax rules regarding long-term capital gains and dividends.

### 2. Check to see if your children are subject to the “Kiddie Tax.”

Unfortunately, the potential benefits of the extension of the zero capital gains tax to lower bracket taxpayers in 2010-2012 will be severely restricted for many taxpayers with children. The kiddie tax is a special rule that taxes a child’s unearned income (usually interest and dividends) over a threshold amount (\$1,900 in 2010). The first \$950 of unearned (investment) income is tax-free, the second \$950 is taxed to child at the child’s income tax rate, and the unearned income over this threshold is taxed to the child at the *parent’s* highest marginal income tax rate. Remember that all earned

income (usually wages) is taxed at the child’s income tax rate.

Children under 19 or full-time students under 24 (whose earned income is not in excess of half of his/her annual support) are subject to the kiddie tax. Once a child turns 24, he or she is no longer subject to the kiddie tax on any income.

### 3. Calculating Capital Gains and Losses.

With all of these different computations and different tax rates with various short-term and long-term capital gains and losses, we felt it would be a good idea to familiarize yourself with some of these rules:

- Short-term capital losses must first be used to offset short-term capital gains.
- If there are net short-term losses, they can be used to offset net long-term capital gains.
- Long-term capital losses are similarly first applied against long-term capital gains, with any excess applied against short-term capital gains.
- Net long-term capital losses in any rate category are first applied against the highest tax rate long-term capital gains.
- Capital losses in excess of capital gains can be used to offset up to \$3,000 of ordinary income.
- Any remaining unused capital losses can be carried forward and used in the same manner as described above.
- Please remember to look at the 2009 income tax return Schedule D page 2 to see if you have any capital loss carryover to 2010. This is often overlooked, especially if you are changing tax preparers.

**Remember: The tax rates on long-term capital gains and qualified dividends are scheduled to increase in 2013.**

### 4. Double-check any capital gains or losses.

In the event that you sold an asset outside of a qualified account during 2010, you most likely incurred a capital gain or loss. Sales of securities showing the transaction date and sale price are listed on the 1099 generated by the financial institution. However, the 1099 currently does not usually show the cost basis or realized gain or loss for each sale. You will need to know the full cost basis for each investment sold outside of your qualified accounts, which is usually what you paid for it, but this is not always the case.

### **5. Recalculate basis on inherited property.**

Mistakes in calculating the cost basis for inherited property occur frequently. Pay careful attention to any basis information with inherited property.

**6. Do you own any worthless securities?** If you were unlucky enough to own shares of a company that went bankrupt in 2010, you might be able to claim a deduction for the worthless stock. Be careful not to overlook this, as worthless securities sometimes have a way of disappearing from brokerage statements.

**7. Review any bad debts that became worthless during 2010.** If you lent money to someone and you are unable to collect the amount that is owed, you can usually claim a deduction for this bad debt. However, this non-business bad debt is only deductible in the year in which it actually becomes totally worthless.

It is best to document any correspondence and other type of communication that supports your claim that the bad debt (or other investments) became worthless during 2010 and not in some other year. Providing this documentation should assist you significantly in discussing this subject with the IRS, should an audit arise. Correspondence created *after* an IRS audit has started is often not looked upon very favorably.

## **Tax Strategies for IRAs and Other Retirement Accounts**

There have been many changes in the tax laws regarding retirement accounts. Let us take a brief review of some of the more important areas:

**1. Make your 2010 IRA contribution as late as April 18, 2011.** You can contribute up to \$5,000 (or \$6,000 if you are 50 or older) until the time you file your income tax return, but no later than April 18, 2011. If you participate in a retirement plan at work, the IRA deduction phases out if you are married and your joint AGI is \$89,000 or more, or if you are single and your adjusted gross income is \$56,000 or more.

Filing an extension will not buy you additional time. Non-deductible payins to IRAs and Roth IRAs are also due by April 18, 2011.

**2. Make a deductible contribution to a spousal IRA.** If you do not participate in a workplace-based retirement plan but your spouse does, you can deduct some

or all of your IRA contributions on your 2010 income tax return as long as your adjusted gross income does not exceed \$177,000.

### **3. Make a contribution to a Roth IRA.**

Contributions to Roth IRAs are not tax deductible, but the earnings on them may be withdrawn totally income tax-free in the future as long as the distributions are qualified. A Roth IRA distribution is qualified if you've had the account for at least five years, the distribution is made after you've reached age 59½, you become totally and permanently disabled, in the event of your death, or for first-time homebuyer expenses. Contribution limits are the same as traditional IRAs, except the maximum contribution for *both* Roth and traditional IRAs is still limited to \$5,000 or \$6,000 for persons age 50 or older.

To make a Roth IRA contribution for 2010, your AGI cannot exceed \$177,000 if you are married or \$120,000 if you are single. You are subject to the same limitations for a non-working spouse.

**4. Look into Roth IRA conversions.** The rules for *contributions* to Roth IRAs are different from the rules for Roth IRA *conversions*. Prior to January 1, 2010, you could only convert a traditional IRA to a Roth IRA if your AGI was \$100,000 or less (before the conversion). However, this dollar cap is now removed starting January 1, 2010 and there is no limit to your earnings in order to qualify for a Roth IRA conversion.

Please remember that a conversion to a Roth IRA may place you in a higher tax bracket than you are in now and have other adverse consequences, such as subjecting more of your Social Security to be taxable due to the increase in your AGI.

Please also note that a Roth IRA conversion does not have to be all or nothing. You can elect to do a partial Roth IRA conversion and you can convert any dollar amount you decide is best for your situation. Please remember that a Roth IRA conversion may not be appropriate for all investors.

## **Tax Breaks for Charitable Contributions**

If you donate or volunteer, review these tax deductions:

### **1. Recheck your cash charitable contributions.**

There are new rules regarding charitable contributions made with cash. Taxpayers need to have a bank record or written communication from the recipient showing the

name of the organization and the date and amount of the contribution in order to deduct cash contributions to a charity.

A credit card statement or print-out of an online contribution should be enough to pass these requirements. You must obtain “contemporaneous written acknowledgement” from the charity if the contribution is \$250 or more but less than \$500.

**2. Be careful when contributing stocks and other assets in-kind.** In the event you gave stocks or other assets in-kind to a non-profit organization during 2010, and you did not contribute 100% of that holding, be sure to identify the proper shares (ones with the lowest cost basis) that were donated in order to take advantage of the tax laws.

**3. Review your gifts to Goodwill and the Salvation Army.** These organizations will often give you a receipt that is not entirely filled out. It is best to do a guesstimate to determine the approximate value of these non-cash charitable contributions. No deduction is allowed for a charitable contribution of clothing or household items unless they are in good used condition or better.

In the event that these gifts are worth more than \$500 for the year, you must fill out form 8283. This is an easy form to complete and you should not lose an allowable deduction just because you don't want to complete this form. However, if the total contribution is \$500 or less, you do not need to fill out this form, but make sure you still get a receipt. If you donate a car or other expensive non-cash charitable contribution, there are rules for how much you may deduct. If you want more detailed information regarding these charitable contributions, please reference IRS publication 526, Charitable Contributions.

In addition to cash and property donations, you can deduct mileage, parking fees, postage and long-distance phone calls made while performing charitable work. The rate for charitable driving will remain at \$.14 per mile for 2010.

## **Medical Deductions**

As you probably know, if you itemize your deductions, your medical expenses are deductible to the extent that they exceed 7.5% of your adjusted gross income (AGI). Most taxpayers do not qualify for this deduction because their actual medical expenses usually do not exceed this threshold. If your medical expenses appear to have reached this threshold, then recheck your tax records and

determine if anything has been overlooked. Please note that the threshold is 10% of your AGI when computing your Alternative Minimum Tax.

It is often best to “bunch” your medical expenses in one year in order to qualify for this deduction at least for one of two tax years. For example, it might be best to consider paying for elective procedures or other medical expenses during 2011 if you are close to reaching the threshold amount. If it appears that you will not be able to meet this limit during 2011, it may be best to postpone these elective procedures until 2012.

## **Filing Options**

**1. Married Filing Jointly or Married Filing Separately?** In some situations, it may be more beneficial for a married couple to file separately. In others, it might be best to consider filing a joint tax return. However, once you file jointly, your tax return cannot be amended to file separately, so calculate your tax both ways before filing. It often makes a big difference in your income taxes, especially if there is a significant medical deduction for one of the parties and you can show that there was also very little income for that individual.

**2. Are you taking all available dependent exemptions?** If you are taking care of a dependent relative who earns little and you furnish more than 50% of that person's financial support, make sure that you take the dependency exemption for that person. If you also pay for the dependent's medical expenses, you can deduct those as well. There is now a new uniform definition that applies to exemptions, child tax credit, Earned Income Credit, dependent care and Head of Household filing status. The value of each personal and dependency exemption is \$3,650 in 2010.

**3. Need more time to file your 2010 personal tax return?** If so, apply for an automatic filing extension, form 4868, by April 18, 2011 and the IRS will grant you an extra 6 months, no questions asked! However, an extension to *file* is not an extension to *pay* the tax. You still must estimate your income tax liability based on the information you have when you file for the extension. You must pay at least 90% of your 2010 estimated tax liability by the April 18<sup>th</sup> due date. Otherwise, the IRS may assess tax penalties. You have to pay interest on any 2010 tax not paid by April 18<sup>th</sup>, even if you obtain a filing extension.

Please note that tax returns for 2010 are due on Monday, April 18, 2011. Taxpayers get extra days to file because Emancipation Day, which is celebrated in Washington D.C., will be observed on Friday, April 15<sup>th</sup>.

## Miscellaneous Important Areas to Review

**1. Write down all receipts you think are even possibly tax-deductible.** Many taxpayers assume that various expenses are not deductible and do not even mention them to their tax preparer. Don't assume anything—give your tax preparer the chance to tell you whether something is or is not deductible.

**2. Compare the “Standard Deduction” vs. “Itemized Deductions”.** Nearly two-thirds of all taxpayers claim the basic “standard deduction” each year instead of itemizing their deductions because the standard deduction is greater than all of their tax-deductible expenses.

**3. Avoid phase-outs for taxpayers who itemize.** In prior years, deductions for itemized deductions and personal exemptions were subject to the “phase-out rules” at the higher income levels. The phase-out rules were repealed for the 2010 tax year, but were scheduled to return in 2011. Now the new law extends the repeal of these phase-out rules through 2012.

**4. Be careful not to overpay Social Security Taxes.** If you received a paycheck from two or more employers, and earned more than \$106,800 in 2010, you may be able to file a claim on your return for the excess Social Security tax withholding.

**5. Don't forget deductions carried over from prior years because you exceeded annual limits,** such as capital losses, passive losses, charitable contributions and alternative minimum tax credits.

**6. Check your 2009 tax return and see if there was a refund from 2009 applied to 2010 estimated taxes.** Remember that this amount represents both a payment for 2010 taxes and also is tax deductible as state income taxes as mentioned above.

**7. Calculate your estimated tax payments for 2011 very carefully.** Most computer tax programs will automatically assume that your income tax liability for the

current year is the same as the prior year. This is done in order to avoid paying penalties for underpayment of estimated income taxes. However, in many cases this is not a correct assumption, especially if 2010 was an unusual income tax year due to the sale of a business, unusual capital gains, exercise of stock options, or even winning the lottery!

## Estate Tax Law Changes

There have been many major changes in the tax laws regarding estate and gift taxes recently.

The new tax law resolves the current estate tax uncertainty, at least for the short term. The new law increases the estate tax exemption and lowers the top of the estate tax rate for a two-year period. It also includes several other changes that will be beneficial for families of decedents who die in 2011 or 2012. Unfortunately, this estate tax relief is only temporary and these changes are scheduled to sunset after 2012, so we will be facing uncertainty again in the near future. We will keep you posted as any changes take place.

The exemption amount that could shelter assets to beneficiaries was increased gradually over the last ten years until it topped out at \$3.5 million in 2009. At the same time, the top estate tax rate declined from 55% down to 45%.

The estate tax was completely repealed for decedents dying in 2010. Beginning in 2011, the estate tax was scheduled to be reinstated, with only a \$1 million exemption and a top 55% estate tax rate. In addition, the rules allowing a step-up in basis on inherited assets were revised for 2010 and most heirs were required to carry-over a decedent's basis in the inherited property instead of receiving a step-up to the fair market value as of the date of death. However, two key modifications are allowed:

- a. The basis for qualified assets transferred to any beneficiaries may be increased by up to \$1.3 million.
- b. The basis for qualified assets transferred to a spouse may be increased by up to an additional \$3 million.

Under the new tax law, the estate tax exemption has been increased to \$5 million (\$10 million for a married couple), with a top estate tax rate of 35%. These amounts start in 2010 and will remain in effect through 2012. As you can see from the chart on the next page, if no further actions are taken, the exemption will decrease to \$1 million in 2013 and a married couple will only be able to have an estate up to \$2 million, (rather than \$10 million!) without paying any federal estate taxes. The new law also replaces

the modified carry-over basis rules with the more favorable step-up in basis rules that existed prior to 2010.

<b>Summary of New Estate &amp; Gift Tax Laws and Reversion in 2013</b>			
	<b>2011</b>	<b>2012</b>	<b>2013</b>
<b>Top Estate Tax Rate</b>	35%	35%	35%
<b>Estate Tax Exemption</b>	\$5,000,000	\$5,000,000	\$1,000,000
<b>Gift Tax Exemption</b>	\$5,000,000	\$5,000,000	\$1,000,000

**Note: Under the current law the exemption for both estate and gift tax reverts to \$1,000,000 in 2013**

The executor of the decedents dying in 2010 has new options and can choose to use the new estate tax system in effect for 2011 or stick with the original rules compliant for 2010. In other words, a family can elect to use the \$5 million exemption and the step-up in basis (and avoid carry-over basis) if it is better for their specific needs, or they can go with the no-estate tax option (assuming they have a taxable estate) and live with the carry-over basis rules (instead of the step-up in basis rules) for inherited assets.

Please note that this \$5 million is the exemption amount for *federal estate* taxes, and not for the *state inheritance tax*, which is usually different than the federal amount. Each state has its own complex rules, rates, exemption amounts and filing deadlines. Please check with your estate planning attorney to make sure that your estate planning documents are worded properly to take advantage of these 2 different sets of rules.

The new law also allows for “portability” of any estate tax exemption for decedents dying in 2011 or 2012. If a deceased spouse’s estate doesn’t use up their entire exemption, the remainder is now available to the estate of the surviving spouse. Thus the maximum \$10 million exemption may benefit the heirs of a married couple, but only if both spouses die before 2013. This provision may encourage certain individuals to amend their existing trusts and wills.

Some estate planning tax saving strategies might have become unnecessary due to the current \$5,000,000 exemption. Currently some trusts are too complicated and unnecessary and should be amended to circumvent unnecessary problems or expenses for some surviving spouses in the future. Please get your trust/estate plan reviewed and make sure that it complies with all of these

new changes in the tax laws. If you have not had your trust reviewed in the last few years, please make this one of your New Year’s resolutions to implement during the first part of 2011.

## **Health Care Legislation**

Two of the most significant new laws that passed in 2010 was a pair of health care laws that includes tax increases scheduled for 2013. The Patient Protection Act broadens the Medicare tax base for higher income taxpayers by:

1. Imposing an additional 0.9% on earned income in excess of \$200,000 for individuals and \$250,000 for joint filers;  
*and*
2. Imposing an additional 3.8% surtax on investment income for individuals with AGI above \$200,000 and joint filers with AGI above \$250,000.

Please note that there have been a number of recent rulings by various state supreme courts that have concluded that this mandatory health insurance is considered unconstitutional and therefore this 0.9% and 3.8% surtax may be repealed. We will keep you informed as things progress.

## **Summary**

As you can see, there are many different tax reduction strategies that can still be implemented in 2011 to reduce your 2010 tax liability. Unfortunately, all of this information can be overwhelming – that is an understatement!

The IRS has certainly lived up to its annual motto – “The only thing that is constant is change!” Each year brings us a new opportunity to adjust to different rules and tax laws, along with the opportunity to revisit our tax strategy and hopefully in turn reduce our taxes. Unfortunately, some changes are for short periods of time. The new tax law only extends these new rules for 2 more years - hopefully they won’t wait until the last minute to finalize any changes in the near future. Let us hope for the best, but be prepared for the worst. As always, we try to keep up to date on any new changes that could apply to you.

**Please note** – your state income tax laws could be different from the federal income tax laws. Please see [www.sisterstates.com](http://www.sisterstates.com) which is a free website that provides a wide range of tax information and links to tax forms for all 50 states.

Many financial experts believe that higher taxes are inevitable in the near future in order to tame rising budget deficits. That in turn could change the way Americans save and invest their money in the long run. In addition to this, the new tax laws may encourage many taxpayers to realize more income in 2011 and 2012 as opposed to postponing income to later years when they might be taxed at a higher rate. You don't have to make decisions right away, but it is never too early to begin thinking about strategies for coping in a higher-tax world.

I hope that all these tax laws and changes do not confuse you. We believe that taking a proactive approach is better than a reactive approach – especially regarding income tax strategies! Let's see what we can do today to reduce your taxes for tomorrow! Do not pay any more taxes than you legally have to!

**Remember – if you ever have any questions regarding your finances, please be sure to call us first. There is no such thing as a stupid question – just a dumb answer! It is very possible that there is a simple solution to your question or concern. Don't**

**worry about things that you don't need to worry about! We will keep you posted about the different tax law changes that take place throughout the year. Thank you for allowing us to help you with your finances.**

**P.S. The top 5% of households accounted for 21.7% of all pre-tax income in the United States in 2009. The top 20% of households accounted of 50.3% for all pre-tax income. (Source: *By the Numbers*, September 27, 2010)**

**At least income taxes have appeared to come down slightly – Americans filing a joint tax return in 1953 paid a top marginal tax rate of 92% on taxable income above \$400,000. (Source: IRS) Putting things into perspective – \$400,000 taxable income in 1953 is equivalent to \$2.8 million in today's dollars (using CPI data). (Source: *Department of Labor*)**

**Approximately 47% of Americans don't pay any Federal Income taxes. (Source: *CNNmoney.com* October 2009)**



### ***About David N. Gordon:***

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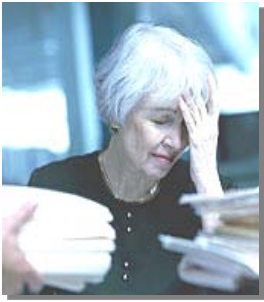
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***This information is not intended to be a substitute for specific individualized tax, legal or investment planning advice. We suggest that you discuss your specific tax issues with a qualified tax advisor.***

*Sources: Small Business Tax Strategies (November 2009, December 2009), Journal of Accountancy (January 2009, January 2011), On Wall Street Magazine (January 2009), Kiplinger Tax Letter (10/2/09, 11/24/10, 12/10/10), Steve Leimberg's Newsletter (9/24/07, 1/15/09), Inc. Guidebook (Vol. 1 No.7), Kiplinger's Personal Finance (December 2009, March 2011), Trust & Estates Magazine (January 2009), Kiplinger's Retirement Report (February 2011), Tax Savings Report (March 2010), Ed Slott's IRA Advisor (November 2010, December 2010), Profitable Investing (September 2009), Forbes Magazine (3/16/09), Fortune Magazine (5/11/09), The Tax Strategist (November 2010, January 2011), Bob Carlson's Retirement Watch (2009), Tax & Business Alert (December 2010), Horses Mouth (4/16/10), By The Numbers (11/30/09, 9/27/10), The Tax Adviser (February 2011), Trusts & Estates (February 2011)*

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# Are You a Candidate for a Tax Headache?



**Does your investment professional look at your tax return?**

**Having the wrong financial advisor can potentially end up causing you a huge headache. If you are not sure whether you have the right financial advisor, please take this quick test.**

## Here are 3 Quick Questions to Ask Yourself...

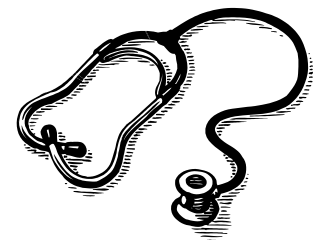
1. Does your investment professional review your tax forms annually?    **YES**    **NO**
2. Does your investment professional offer you a report on the steps investors can take to reduce their taxes?    **YES**    **NO**
3. Does your investment professional discuss investment and tax strategies with you?    **YES**    **NO**

**If you answered NO any of these questions, then you may not be maximizing your tax strategies and you could be a candidate for a TAX HEADACHE!**

**For headache relief, call us at (973) 471-1930.**

## Complimentary Financial Check-up

*Gordon Financial Group, LLC* wants to offer you a **complimentary, one-hour, private consultation with David at absolutely no cost or obligation to you.** To schedule your financial check-up, please call **Jay at (973) 471-1930.**



This questionnaire or any information provided after it is not to be taken as tax advice. We are financial advisors who review tax forms on a regular basis and work with licensed tax professionals who can offer tax advice. Any and all information shared or discussed should be reviewed by a licensed tax professional prior to making any investment decisions.