

LINDSEY & WALDO

CERTIFIED PUBLIC ACCOUNTANTS

"You see the numbers, we look for the opportunities."



SPECIAL POINTS OF INTEREST:

- Do you have a blueprint for your future?
- How you should think about taxes
- Call-in times, referrals, thank yous, quotes, funnies, and much more...

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Taxing Times

Dedicated to helping our clients keep the money that belongs to them through a focus on tax.

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Spring Cleaning for Your Finances

According to Dave

Spring is in the air.

The birds are chirping, the flowers are blooming, and the temperatures are warming. Who doesn't love this time of year? Not only does spring remind us of the beauty of the outdoors, but it also reminds us to get our homes organized — in other words, to do a little spring cleaning.

This year, though, while you are cleaning the garage, shampooing the carpet, and organizing the closets, we suggest that you do a little spring cleaning in another area of your life — your money. Regardless of what Baby Step you are on **Continued on page 3** ➔

"If You Don't Know Where You Are Going..."

Any road will take you there," according to the Cheshire Cat in Lewis Carroll's *Alice's Adventures in Wonderland*.

Imagine going up to the airline ticket counter and telling the ticket agent you would like to purchase a ticket to go on a wonderful vacation, but you aren't sure where or when you want to go. What do you think her response would be? Maybe something like "Well, when you figure out where and when you want to go, come back and I'll help you. Now, please step aside so I can help the other 14 people in line."

Perhaps the biggest unanswered question of business owners is, "Where do you want your business to be and when do you want it to be there?"

Often the answers sound like: "I want to make more money" or "I want to grow my business."

But those answers are vague, hazy, nonspecific and non-measurable. Consequently, there is no way to ever achieve them. Before you are able to figure out how, you must be able to understand the where and the why. Otherwise you're like a dog chasing its tail.

This is a process. To begin, you must spend some time developing a blueprint for your future.

Start by thinking of how you would like to be spending your time. Of all the kinds of work you could be doing, what do you want to do the most? How many hours do you want to work each week, and how would you like to divide up your working time? Then, think about what kind of people you would like to interact with. Who are your ideal clients, customers, colleagues and employees? Next, imagine the physical environment in which you would like your business to operate. What would it look like? What would it feel like? How large a space would you want? What level of business would you have? How much revenue and profits? How many clients, billable hours, etc. would you have? What would be the mix of clients or services that you would provide?

Write your answers in the present tense. Don't worry if your picture is a little fuzzy or you can't answer all of the questions. You are striving for process not perfection. This process will help you develop the focus necessary to achieve your heart's desire. It takes a lot of time and effort, and some deep soul-searching. It is not easy. That is why only 3% of people will do it. You have a choice. You can consciously choose to be one of the 3% that pursues personal excellence, or by default you will become part of the 97% mass of humanity to spend their lives in mediocrity. I hope you choose to become one of the 3%. *

How Not to Overpay Your Taxes

This is how most people think about taxes:

- There is no way I will ever understand my taxes,
- Taxes are scary,
- Taxes are a necessary evil,
- I hate dealing with my taxes,
- Thank goodness I only have to deal with my taxes once a year,
- I pay way too much in taxes.

Unfortunately, this can also lead to over paying your taxes. Recent studies show that many small businesses overpay their taxes by more than \$11,000 every year.

Complexity of the tax code is the number one reason given for the erroneous overpayment. Taxes are so complicated many just don't even try to understand.

The dangerous result, however, is that they don't know if their taxes are overpaid, underpaid, or legally minimized.

This is how you should think about your taxes:

- I don't have to be a tax expert; I just have to have one on my team,
- To minimize my taxes I need to know the rules of the game, which are constantly changing,
- Tax planning is something I do all year round,
- The time I spend dealing with my taxes saves me money,
- Taxes don't have to be scary,
- Tax savings can supercharge my wealth building and protect my family's financial interests.

Waiting until April 15th to put your financial house in order is a straight path to paying higher taxes.

The good news is that it's not too late to get started. ***Crazy Little Shorts For These Taxing Times*** is not intended to make you a tax expert. It's intended to give you little kernels of knowledge.

Order your copy of the 2014 edition of *Crazy Little Shorts For These Taxing Times* by calling Lindsey & Waldo at 251-633-4070. A \$9.95 value. **Only \$6.95 through May 31, 2015.** *

Where's Waldo? *Seriously. That's what Carita and I were asking each other as we pulled into the parking lot at The Amphitheater at the Wharf in Orange Beach on a Friday afternoon in April.*

We knew Mike and Paula Waldo had planned to arrive early and set up for a day of hanging out before the sold-out Jimmy Buffett concert at The Amphitheater at the Wharf. The Waldos had claimed a prime spot in the parking lot, but there were already people with coolers, chairs and make shift bars as far as the eye could see, when we arrived mid afternoon. We were among thousands that had gathered by late afternoon.

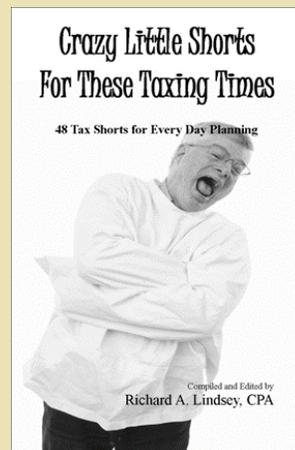


The Waldos hanging out before the big Jimmy Buffett concert.

There were lots of Hawaiian shirts and more than a few folks wearing hats which tied in with some of Buffett's most popular songs like "Cheeseburger in Paradise," and "Fins." Although I don't consider myself a Parrothead, Jimmy Buffett albums are a large part of my limited music collection.

The tailgating rocked with Buffett tunes being the predominate sounds, and by the time he took the stage a little after 8 p.m. we were pumped and ready to rock some more.

Disappointed we were not. It didn't seem to matter where you sat, Buffett made an effort to connect to the crowd by talking and sharing stories before each song. *



Spring Cleaning—*continued from page 1*

and where you are on your journey to financial peace, you've got to stay organized to win with money.

So what exactly does a financial spring cleaning look like? We have some suggestions:

Clean up the file drawers: Do you really still *need* that cable bill from August 1999? Seriously? You need to keep old bills, bank statements, tax documents, and other important papers for varying lengths of time. But utility bills, sales receipts from minor purchases, and ATM and bank deposit slips can be shredded after a few months. This is also a great opportunity to organize your Legacy Drawer.



Prune unnecessary expenses: Are you really getting your money's worth with that gym membership? Do you really *need* 250 cable channels? Is it necessary to have a landline and cell phone? While organizing your file drawer this spring, take an in-depth look at your finances and see where you can cut back costs. This is especially important—and should be a top priority—if you are still working your way out of debt.

Update important documents: When was the last time you checked your car insurance? Your home insurance? Tax withholdings? Your will, 401(k) or Roth IRA? If it's been a while, then now is the time to make sure you have all the coverages and investments you need. What made sense two years ago might not work for you today. In the middle of all this spring cleaning, make sure you are protecting yourself, your family and your future!

Spring is a great time to get re-energized and refocused on your financial situation before summer and all its distractions get here. The small amount of time you spend now getting your financial house in order will pay off for you in the long run.

Get focused and accomplish your goals with MyTotal-MoneyMakeover.Com.

Reprinted from Dave Ramsey's personal finance e-newsletter available at daveramsey.com. **Dave Ramsey** is a personal money management expert, national radio show talk host, and *New York Times* bestselling author. He's helped millions of people get out of debt and build wealth. He is today's voice of financial wisdom and he exclusively recommends me to help you! To learn more about Dave Ramsey visit him online at daveramsey.com.

This month's special Member-Only call-in times for Lindsey's Insider's Circle will be 6/01/15 from 2:00 to 4:00 pm. To schedule your appointment, contact Kristen at (251) 633-4070. Not a member yet? Find out how to become one today!

Looking for Someone You Can Rely On?

We really believe in the process of referrals, so part of the service we provide is to be sure to refer our clients and associates to other qualified businesspeople in the community.

Below, you'll find a list of areas in which we know very credible, ethical and outstanding professionals. If you're looking for a professional in a specific area we've listed, please feel free to contact us. We will be glad to put you in touch with the people we know who provide these services.

- ◆ Plumber
- ◆ Cultured Marble
- ◆ Business Coach
- ◆ Massage Therapist
- ◆ Welding Supplies
- ◆ Mortgage Broker
- ◆ Printer
- ◆ Attorney
- ◆ QuickBooks Advisor
- ◆ Financial Advisor
- ◆ Auto and Home Insurance
- ◆ Realtor
- ◆ U-Store-It Warehouse
- ◆ Civil Engineer
- ◆ Window Treatments
- ◆ Auto Body Shop
- ◆ Chiropractor
- ◆ Mary Kay



"I can claim a 70-inch plasma TV as a business expense because my accountant said it's important to look at the big picture."



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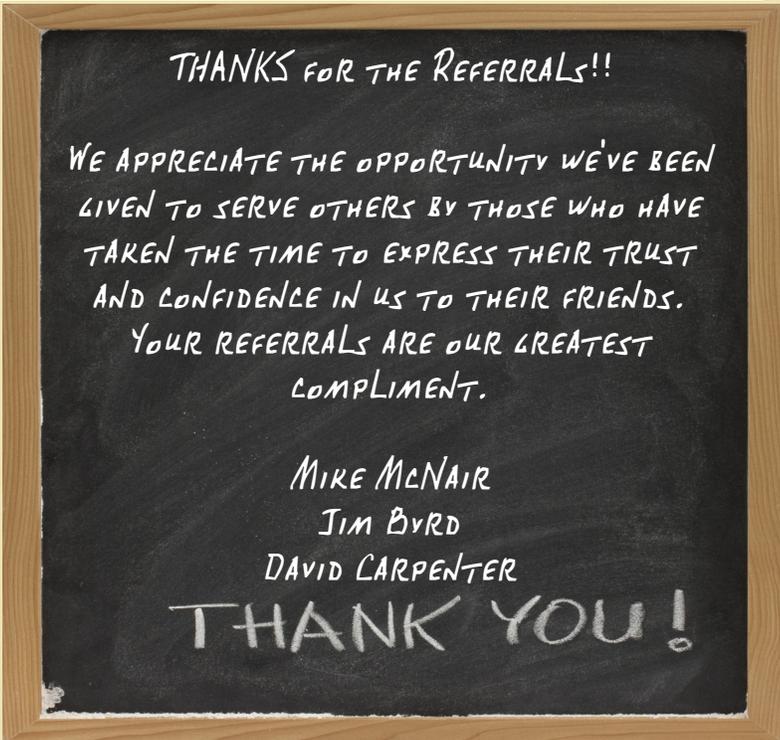


Why, April 15th does not alarm me anymore!

About ten (10) years ago I met Richard Lindsey at our weekly BNI meeting. Since that time, I have spent most every Wednesday morning sharing aspects of our business with Richard and the other Team Members of our BNI Chapter. During this time a certain trust is built between members. So it was not surprising that I had Richard and Paula come to our office and meet with the PolySurveying Officers. And the rest is history! If we have any type of accounting problem come up during the year, it is so easy to pick up the phone or email and within the hour you have an answer.

Richard and Paula have been preparing our firm's taxes, as well as our personal returns, and I can say that I really don't worry about April 15th anymore! I know that Lindsey and Waldo, CPA has my back!

-Theresa Orrell, Mobile, AL



THANKS FOR THE REFERRALS!!

WE APPRECIATE THE OPPORTUNITY WE'VE BEEN GIVEN TO SERVE OTHERS BY THOSE WHO HAVE TAKEN THE TIME TO EXPRESS THEIR TRUST AND CONFIDENCE IN US TO THEIR FRIENDS. YOUR REFERRALS ARE OUR GREATEST COMPLIMENT.

MIKE MCNAIR

JIM BYRD

DAVID CARPENTER

THANK YOU!

"If you like someone, set them free. If they come back, it means nobody liked them. Set them free again."

~ Author Unknown ~

"Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time."

~ Thomas Edison, Inventor ~