



SPECIAL POINTS OF INTEREST:

- Planning ahead for the ideal tax situation.
- Is a tax-deferred annuity right for you?
- Our best tax season yet
- Local insulation company spotlighted
- Buster's latest
- Quotes and other info

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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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A Tax Return is Just a Report, Not a Strategy

It's true; there are certain people for whom this article won't apply. There are those of you who are perfectly fine paying the amount of tax you pay every year, thank you very much.

However, since you are a regular reader of *Taxing Times*, you are probably in the second group: **those who would love to pay less in taxes THIS year.** (If not, then just move on to the next article.)

There are two things which you must understand:

Absolute Tax Law #1: Our tax system is not fair. Yes indeed, the Mitt Romneys, Warren Buffets, Barack Obamas, and Rick Santorums of our country operate under a vastly different system than most "regular" taxpayers. This is NOT because they are

wealthy and politically connected – though they most certainly are – and the sooner you quit complaining about those who seem to be wealthy and connected... and make the decision to join their ranks, the sooner you will pay less in taxes too.

Because all of these men, and others like them, understand the second law...

Absolute Tax Law #2: A tax return is a report, NOT a strategy. Yes, we're pretty good at coming behind with our magic brushes and cleaning up the messes made by many of our clients. But there is a better way...

It's called tax planning, and it's basically comprised of three parts:

1. *Strategic review.* Assess the current
Continued on page 3 ➔

The Advantages of a Tax-Deferred Annuity

By: Jim Byrd

Some financial advisors categorize all annuities as being equal. The high internal cost of annuities lies mostly with variable annuities which are basically mutual funds inside an annuity. Hybrid or indexed annuities are less costly and because they don't participate in market losses, offer a higher income payout. It is true that interest is taken out first in an annuity but they can be less taxed than the regular income tax rate depending on the tax bracket. Often deferring tax can keep your social security from being taxed twice which can affect your bottom line now. When the Bush tax initiative ends, the capital gains tax will probably increase to 20% which would make annuities more favorable depending on other factors (that is why you need to have a CPA do your taxes). To question the compensation of any product is wrong. There is no free lunch -- all investments cost in one way or another. The perfect situation is a fee based advisor who also writes business, and then a client can choose advisor, product or both.

Jim Byrd is the owner of Safe Harbor Financial Services in Daphne, Alabama where he serves as an Investment Advisor Representative (fee based advisor). Jim can be contacted at (251) 625-1226 or at jbyrd@safeharfin.com. ❁

IT'S A HOME RUN!

We've just completed what will undoubtedly go down in our record books as, if not **our best tax season ever**, then, certainly number two. (At this point, all the numbers aren't in and I don't know for sure.) It's not just because we added so many new clients to our Zevac & Lindsey family, but because of the stories we've been privileged to share.

Stories of financial freedom and recovering from losses...new family members (both biological and adopted)...new careers and sunsets of "old" ones.

You never let us forget that **what we do here is never about "which forms to fill out,"** or even how much money we can save you. No, it's always about the stories, and it's always worth it.

So, if you haven't had a chance yet: **would you send us your "tax season story?"** We'd love to hear how things went with us, but even more...we'd really like to know what's underneath those tax forms we fill out for you! It truly helps us keep our vision straight through the entire year. ☀

Spotlight on HAPPY HOME INSULATION CO., INC.

We bought a home built in 1899 and could see our own breath inside the first month we were in it. It was freezing in there. So we had storm window installed. That helped a little but not enough. So, we had Happy Home Insulation blow foam at the joints, install foil bubble wrap under our house, blow cellulose in the attic, and install a zipper thing at the entrance into the attic.

Oh my goodness, it's like we live in a different house.

We did a lot of work on the house to make it "livable to us." I dare to say that insulating the home was the one thing that we did to the house that has made the "daily difference" for the better.

Truly, there are mornings that I wake up, without the heat running in my house, and get dressed for work (without first stepping outside). It isn't until I leave for work that I realize I should have dressed a little warmer. It's cold outside and I didn't know it.

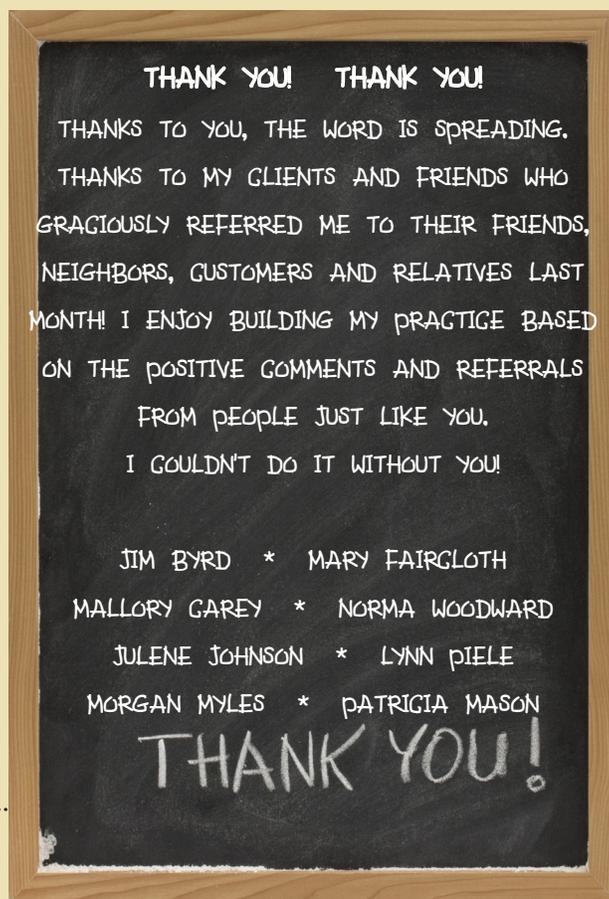
Conversely, if it is cold in the house, I run the heat for 5-10 minutes, just to get the chill out. The house holds the temperature for an extended period, so we don't have to run the heat all day/night.

Thanks HAP!

We couldn't be any happier with your fair quote, the work performed, your professionalism, and follow-through!

Melissa and Clay Ran
DeTonti Square

Hap Partridge with Happy Home Insulation is a Certified H.E.R.S. Home Energy Rate and BPI Analyst. Contact him at 251-438-4814 or visit his website at www.happyhomeinsulation.com.



A Tax Return is Just a Report, Not a Strategy—*continued from page 1*

situation, and identify short, mid and long-term strategies to lessen your taxes and grow your wealth.

2. *Implementation.* This can be a little tricky (especially if you do it yourself), because there are bound to be accounting and local regulatory questions which arise. We recommend you stay with your same team who developed the tax strategy so they make sure you're doing what you need to do.
3. *Proper compliance.* There are plenty of folks out there who will claim to be able to give you "the secrets to paying less taxes!" But are they willing to put their name on the dotted line and defend it? If not, run as fast as you can from these charlatans. They are dangerous to you. They may just be

blowhards, or they may lead you down a path to a fraudulent return.

But the main thing to understand is that in order to really get your tax situation improved you must plan ahead.

Otherwise, you're just cleaning up a mess when filing your tax returns.

Caveat: There isn't a magic wand we can use to help everyone save on taxes. Sometimes, if your goal is to save taxes, then you must complicate your tax life by investing. Investing in your own business or in the businesses of others. Sometimes, the path to building wealth involves paying more taxes for a time. Building wealth should be your real goal, not just cutting your taxes. ❁

We Believe in Referrals

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 business people 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.

- ◆ Auto/ Home/ Life Insurance
- ◆ Chiropractor
- ◆ Home Insulation
- ◆ Massage Therapist
- ◆ Pest Control
- ◆ Printer
- ◆ Realtor
- ◆ Private Pilot
- ◆ Land Surveyor
- ◆ Financial Advisor
- ◆ Event Planner
- ◆ Cultured Marble
- ◆ Veterinarian
- ◆ Remodeler
- ◆ Plumber
- ◆ Personal Trainer
- ◆ Lawn Service
- ◆ Air Conditioning Repair/Replacement



Catch Us on the Radio

Join Richard and his co-host, Jim Byrd for "Safe Investing in the New Economy." The show can be heard each Sunday evening at 6:00 pm on WAVH FM Talk 106.5 and each Tuesday morning at 10:05 WABF 1220 AM.



This month's Special Gold Member call-in times for Lindsey's Insider Circle will be 5/29/12 from 2:00 to 4:00 pm. To schedule your appointment, contact Kristen at (251) 633-4070.



"I predict future happiness for Americans if they can prevent the government from wasting the labors of the people under the pretense of taking care of them."
-Thomas Jefferson

"The democracy will cease to exist when you take away from those who are willing to work and give to those who would not."
-Thomas Jefferson

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Looking for a Speaker for Your Club or Organization?

Richard knows how difficult it can be to find a good speaker – one that will educate and entertain. If your club or organization is looking for a seasoned speaker get in touch with Richard at richardlindsey@comcast.net for details.



"Income tax has made more liars out of the American people than golf."

- Will Rogers, humorist

"Few of us ever test our powers of deduction, except when filling out an income tax form"

-Laurence J. Peter, author



"Next to being shot at and missed, nothing is really quite as satisfying as an income tax refund."

- F.J. Raymond, humorist

"Like mothers, taxes are often misunderstood, but seldom forgotten."

-Lord Bramwell,
19th Century English jurist



Well, if you're reading this, that means that tax season is over and we all made it through. I guess most of you read the column last month, because Richard said he didn't have too many late clients this year. Those who were know who they are and shall remain nameless. Even though tax season is over, it doesn't mean I get to see Richard more now. Right after the tax deadline, he flew off to Dallas for some sort of "Super Conference." I wonder if that's where they train him to be the "Super Tax Guru." I don't know, it's all very hush-hush. Then, I'm sure he and Carita will be off on some vacation, leaving us at home. Oh well, we've gotten used to it.

Hey, did you hear that the Circus was in town last month? Most people didn't, but I heard they had trick dogs, just like me, performing. Doing back flips, walking on their back two legs, jumping through hoops. They didn't have any "trick cats" though. Ha, shows that we dogs are the superior species. Sounds like those pups were impressive, but I'll leave that to the professionals. Who wants to travel around the country, seeing new towns every couple of days, having people applaud your great skills and cute face anyway? Not me, no sir, that sounds too much like work and a little exhausting.

Speaking of, this entire tax season and writing this article have worn me out. So, until next time...

Your Canine Friend,

Buster 

