

ZEVAC & LINDSEY

CERTIFIED PUBLIC ACCOUNTANTS

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



SPECIAL POINTS OF INTEREST:

- More potential tax hikes
- What you can deduct as dependent care expenses
- SUPER Informative seminar coming soon

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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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The Scary Thing Is ... We Still Have to Pay For This Thing

When I decided I would go back to school and become a CPA, I made that my job. Here I was 33 years old, married with two little girls and I was going back to school full time. I'd earned a bachelor's degree in marketing 12 years earlier. Looking back on it, I don't recall with clarity how we made it but I think that's when we racked up a bunch of debt by putting our groceries on credit cards. More than once, I was a little scared that house of cards was going to come crashing down on me. Thankfully, I learned better and those days are long behind me. But not so for our Congress...

Congress' plan, especially when it comes to health care, is apparently, let's have a party now and pay for our binge-spending "later." After all, like many a college sophomore, Congress figures Mom and Dad always have a little bit more money. Well guess what, you and I are Mom and Dad, and I don't know about you, but I'm not tapped into a limitless supply.

Congress' current plan, at the direction of the President, is to raise Medicare taxes an additional

0.9% for individuals earning wages of more than \$200,000 a year and couples earning more than \$250,000. For the first time ever, Medicare has been expanded to include more than wages. In what looks to be the biggest revenue raiser in the health-care law over the next decade, a new 3.8% Medicare tax will be applied to investment income of individuals with adjusted gross income (AGI) above \$200,000 and couples with AGI above \$250,000. They have decided that those Americans are the ones wealthy enough to pay for health insurance for everyone.

Of course, it's popular with the middle class, but not so popular with those "high" dollar earners asked to pay for, well, everything. But, if you fall below the threshold of being "wealthy" today, don't breathe a sigh of relief just yet – the \$200,000 and \$250,000 thresholds aren't indexed for inflation! So the scary thing is... it may well creep up on you in coming years. ☼



Congress plans to raise Medicare taxes.

Five Facts About Summertime Child Care Expenses

Many parents who work or are looking for work must arrange for care of their children under 13 years of age during the school vacation.

Here are five facts you should know about a tax credit available for child care expenses. The Child and Dependent Care Credit is available for expenses incurred during the lazy hazy days of summer and throughout the rest of the year.

- ✎ The cost of day camp can count as an expense towards the child and dependent care credit.
- ✎ Expenses for overnight camps do not qualify.
- ✎ If your childcare provider is a sitter at your home or a daycare facility outside your home, you'll get some tax benefit if you qualify for the credit.
- ✎ The actual credit can be as much as 35 percent of your qualifying expenses, depending on your income.
- ✎ You may use up to \$3,000 of the unreimbursed expenses paid in a year for one qualifying individual or \$6,000 for two or more qualifying individuals to figure the credit.

The credit may also be available for your spouse or dependent over age 13 who is not able to care for himself or herself. ☼

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 business people in the community.

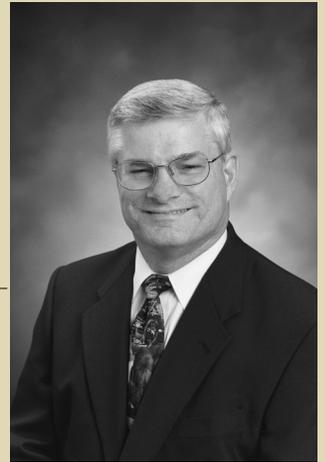
Below you'll find a list of areas in which we know very credible, ethical and outstanding professionals. If you're looking for a professional in a specific area we've listed, please feel free to contact us. We will be glad to put you in touch with the people we know who provide these services.

- ↪ Classified Advertising Specialist
- ↪ Residential Organizer
- ↪ Auto/ Home/ Life Insurance
- ↪ Window Treatment Specialist
- ↪ Advertising Specialties
- ↪ Land Surveyor
- ↪ Veterinarian
- ↪ Bathroom Remodeler
- ↪ Attorney
- ↪ Medicare Advantage Plan Consultant
- ↪ Home Insulation
- ↪ Financial Advisor
- ↪ Security Consultant
- ↪ Used Auto Dealer
- ↪ Real Estate Stager
- ↪ Chiropractor
- ↪ Massage Therapist
- ↪ Travel Agent



Three Investments That Will Keep Your Business Prosperous

By: Steve Clark



Whether you run a small business or a large corporation, the key to sustained growth is investing in the right areas.

You don't have to spend lots of money. Here's a look at three important categories:

- **Research and development.** Perform regular customer surveys. What are people buying? What do they want that you're not offering? What are they buying from your competitors? Look for ways to offer more while staying close to your core competency.
- **Marketing.** You can't afford not to let your customers know you're out there. Stay focused on what works, and keep a lookout for new opportunities, like trade shows or Internet advertising. Maybe you can use your customer research to write an article for a trade journal and expose your company to a new audience. And don't be afraid of social media; used well, they can reap big benefits.
- **People.** Take care of your current workforce so they won't be tempted to go elsewhere. Always be looking for new talent to recruit. In the meantime, upgrade your own skills. Take a seminar on communication, leadership, or motivation so you can do a better job of managing the people you have.

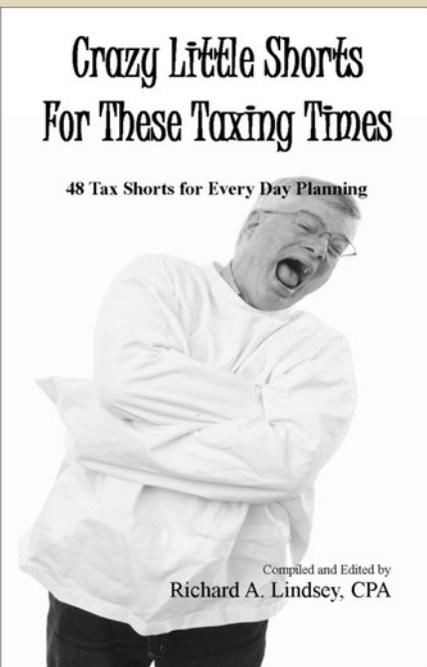
Entrepreneur and Executive Sales Coach, Steve Clark publishes the highly acclaimed "Tips for Profitable Persuasion" weekly ezine. If you're ready to explode your sales and skyrocket your income while working less, get your FREE copy at <http://www.kickstartcart.com/app/?af+1088968>.

AVOID BECOMING AN UNWILLING TAX VICTIM

I have a crazy idea. Learn just enough about taxes to ask the right questions.

Waiting until April 15th to put your financial house in order is a straight path to paying higher taxes. To manage your taxes and minimize your tax bill, you need to know the rules of the game, which are constantly changing, and you want to take advantage of year-round tax-planning opportunities.

The good news is that it's not too late to get started. This little book is not intended to make you a tax expert. It's intended to give you little kernels of knowledge.



To order your copy of *Crazy Little Shorts For These Taxing Times* send a check for \$10.95 to Zevac & Lindsey at 1050 Hillcrest Road, Ste A, Mobile, AL 36695 or for credit or debit card orders fax your request to (251) 633-4071 or email it to zevac.lindsey@comcast.net. With credit or debit card orders be sure to include the name on the card along with the card billing address, number and expiration date.

“When one door closes, another opens; but we often look so long and so regretfully upon the closed door that we do not see the one which has opened.”

-Alexander Graham Bell,
American Inventor

ATTENTION: Mobile Business Owners, Managers and Entrepreneurs

Who Else Wants to Discover Faster Than A Speeding Bullet How To Protect Yourself Against the Coming Tax Rip Off Enacted By Congress and Obama



Are you concerned about:

- ✓ Getting a handle on the new W-2 reporting requirements so yours are done right,
- ✓ Understanding how to avoid being buried alive by the coming 1099 avalanche,
- ✓ Knowing how to use Form W-11 to increase your profits,
- ✓ Cutting through the clutter of the health care bills to the parts of the law which affect your business,
- ✓ Identifying what systems you may need to change or put in place in your business in order to elude major headaches and unnecessary costs?

Then join “Super Tax Guru” Richard Lindsey as he “flies” into Mobile on Thursday, September 23rd to save Gulf Coast businesses.

Richard A. Lindsey, CPA, owner of Zevac & Lindsey, and author of *Crazy Little Shorts For These Taxing Times*, is sharing his insights and advice at this one-time only event. Richard has 19-years experience as a CPA and 15 years of ‘in-the-trenches’ work before that in the family business. Congress and the Administration have placed a huge administrative burden on small businesses despite your obvious contributions to the American way. You’ll learn what’s important for your business and how to prepare for the Coming Blizzard without a bunch of boring rhetoric and tax mumbo-jumbo. So...

Stop the presses, grab your calendar, and mark it for this *one-time only* event on September 23rd.

Join us in Mobile from 5:00 – 7:00 pm on Sept 23rd when CPA and author Richard Lindsey speaks to Mobile business owners about: “How to Insulate Your Business From the Coming Blizzard!”

The event is FREE but you MUST REGISTER to attend. Sign-Up FASTER than a Speeding Bullet in order to guarantee your seat at this Too-Important-To-Miss Summit.

Don’t Be an Unwilling Tax Victim! Discovering just one gem in this information-packed presentation by the plain-speaking “Renegade CPA” will make it worth your time --- You can’t afford to miss it!

WHAT DO I DO NEXT...?

Seating is limited. To register, please fax this form TODAY to 251-633-4071. (WATCH YOUR EMAIL FOR DETAILS AND CONFIRMATION)

Name _____ email _____

Address _____ City _____ St _____ Zip _____

Phone _____ Fax _____ Cell _____

If and only to the extent that this publication contains contributions from tax professionals who are subject to the rules of professional conduct set forth in Circular 230, as promulgated by the United States Department of the Treasury, the publisher, on behalf, of those contributors, hereby states that any U.S. federal tax advice that is contained in such contributions was not intended or written to be used by any taxpayer for the purpose of avoiding penalties that may be imposed on the taxpayer by the Internal Revenue Service, and it cannot be used by any taxpayer for such purposes.

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Aaaarrrgggghhhh!

National Talk Like a Pirate Day is
September 19!



What Did They Overcome?

You may be having a tough time with obstacles right now, but don't quit. You have great things to offer to the world and if you quit, the world will become a different place. Imagine what it would be like if these guys had quit.

Walt Disney

Shortly after World War I ended, Disney opened his own animation studio and hired several animators. Because of the high salaries he was paying and not much in the way of profits, the company became increasingly debt laden and had to file bankruptcy.

That wasn't all. After developing the hit animated short series *Oswald the Lucky Rabbit* in 1927, Disney was told by the distribution company he worked with that they actually owned Oswald, as well as the contracts of most of the animators. Disney could either accept less money for his work or lose Oswald and the staff. He declined the offer. After all that work, it was taken away from him.

Still Disney didn't quit. He laid the foundation for what today is a multi-billion dollar company that is among the most recognized in the world, simply by overcoming obstacles.

Dr. Seuss

The prince of petite poetry was rejected between 20 and 30 times by various editors while shopping his writing around. It wasn't until a publisher picked up his story *And to Think I Saw It on Mulberry Street* in 1937 that his first seller was released, and it wasn't until 1955, at the age of 51, that he completed his famous work *The Cat in the Hat*.

He didn't think he was too old, or his stories too simple. He knew he had something to offer, and he wouldn't quit until it was discovered. Or to put it another way:

Dr. Seuss wrote many a book
But not about romance or "learn to cook"
He simply helped children to learn how to rhyme
But before he was famous, it took a long time

Seuss was rejected all over the place
Twenty to thirty doors slammed in his face
Before someone finally published his book
A few years of hard work, that's all it took.

Set Goals. Overcome Obstacles.

Don't ever say your situation is too tough, you can't meet your goals, or that it's hopeless. You do that, and you've already lost. You keep at it and you'll eventually win.

Reprinted with permission from Dave Ramsey's April 2010 *Personal Finance Newsletter*. **Dave Ramsey** is a personal money management expert, national radio show talk host, television host, and New York Times best-selling 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.*

