

LINDSEY & WALDO

CERTIFIED PUBLIC ACCOUNTANTS

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



SPECIAL POINTS OF INTEREST:

- The path to leadership
- 12 tips for spring cleaning
- Time to strategize
- Call in times
- Quotes, and 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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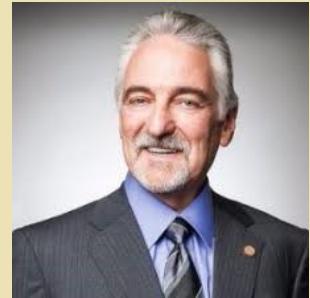
SIX SHORT LESSONS ON LEADERSHIP

BY: DR. IVAN MISNER

If you're a business owner or entrepreneur, you know how challenging it can be to find the path towards leadership that works for you. If you find yourself wondering how to become a leader in business, follow these six short lessons on leadership:

Focus on solutions, not problems

If you focus always on the problem, people will always be coming to you with their problems as a leader. All too often, when facing a problem, the first thing we tend to do is focus on the negative situation. We continue to repeat our patterns, doing the same things that do not work, until we dwell in a feeling of negativity. Many people let their minds wander toward the negative, which then prompts them to focus on more problems instead of searching for ways to resolve the situation and grow from it. You must begin to start focusing on ways to actually resolve the situation by focusing on solutions. Do not just react, take the time to fully analyze the problem then make a list of possible solutions.



For more on this topic, I recommend the book, [The Solutions Focus](#) by Mark McKergow and Paul Z. Jackson.

Collaborate with your team

Work with your team together. My team and I still struggle to agree on certain things when we work together on something, but it's part of the fun of collaboration. Collaboration thrives when everyone is humble enough to accept what others bring. You have your own strengths as an individual and so does everyone else.

Apply the organizational rules like Mandela, not Attila! Fascism is not a good leadership style!

Be a culture champion

Walk the talk. Leadership is about using your experience and wisdom to move others in a positive direction; it's about empowering others by serving as an example. You have to know the culture of your chapter.

What you do, thunders above your head so loudly, I cannot hear the words you speak. Live the core values and walk the talk.

Care about the success of others- REALLY care!

Great leaders demonstrate integrity, consistency, compassion, and flexibility. They listen, create safety, focus on the goal, and remain flexible in how to achieve the goal. They are unafraid of vulnerability, apologize when they make mistakes, and build deep, lasting relationships.

Do not lead with a cookie-cutter approach. You can't treat all situations, or people, exactly the same.

Adaptive capacity

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Add THIS to Your Spring Cleaning

If you're like most people, I bet that when you get your house insurance renewal notice, you quickly glance at the price -- and renew it. You renew it simply because you don't have the time to search around for better prices.

In my experience, working with family finances for YEARS, I've learned that most people have a good sense of what needs to be done to improve their finances, but they simply cannot find the time.

So here's my proposed solution for you: Take a day off work.

In fact, many financial tasks simply cannot be completed in the evening or on the weekend. By taking a day off work, you can contact people who may only be available at regular business hours.

On top of the true bottom line impact a day like this could create, there is, of course, the "mental health" aspect of it all. HR professionals often recommend taking a mental health day, from time to time. Well -- call this your "Fiscal Health" Day.

Possible tasks to consider accomplishing on your day off:

1. Dump your savings account with a puny interest rate and open a high yield savings account.
2. **Get quotes for cheaper insurance:** health, life, auto, house, and any other insurance. And you can even do a little calculating to determine how much you could save by changing your deductible. Even better -- a good broker can do all this shopping for you.

3. **Complete the most important (but not obviously-pressing) financial tasks like making a will. Best done with a professional, by the way.**

4. If you're carrying credit card debt, call the companies and ask them to reduce your credit card interest rates. Believe it or not -- they'll often say yes. Take time to develop and formulate a good plan to get out of credit card debt. Find or prepare a debt reduction plan.

5. Get more organized with your finances by shopping around for and using a good personal finance software program. Mint, YNAB, and Quicken are all good options. There are many more.

6. Review your budget, get caught up on your budget, or learn how to budget.

7. Shop around for the best online financial broker. Talk

with friends, family, and associates. Who has done a good job for them? It's not always about the cheapest trade prices.

8. Make energy efficient changes to your home and lifestyle.
9. Find a quality second-hand store to shop at, as an alternative to the local department store.
10. Set up automatic payments for your bills, to be sure you avoid late payments.
11. Sell your junk on eBay. Look for junk lying around the house and list it. Or use a service like 1-800-GOT-JUNK?® and have them come to your house. You just point at the stuff you want to get rid of (warning: this is a little costly, but it can be gratifying).
12. Make sure that your taxes were handled properly. As a complimentary service this year, we will provide a return review to any non-client. We will also review prior year returns from clients who did NOT have us handle their taxes during the year under question. No charge will be made, unless you elect to file an amended return.

Undoubtedly, there are more things which can go on this list, if you're industrious about it. But simply put, I'm hoping to give you "permission" to see your *financial* health in a similar light as you see your mental health.

*"You can accomplish much if you don't care who gets the credit." -Ronald Reagan **

SIX SHORT LESSONS -Continued from page 1

It is important for leaders to develop the contextual intelligence to deal with challenges. This is the ability to adapt to the current situation, we can never conceive of all the potential problems in any given situation. This means that one's ability to adapt is truly an important key to being a great leader. Do your best to understand the landscape and adapt.

However, you cannot plan for every unexpected situation. "What cannot go wrong will go wrong."

Finally, leadership is about accomplishing more than people thought possible. In your business, what are your wildest dreams? What's your ultimate goal? Never lose that idea and constantly be working towards it.

Reprinted by permission from IvanMisner.com. Dr. Ivan Misner is the founder and Chief Visionary Officer of BNI, the world's largest business networking organization. Founded in 1985, the organization now has over 8,400 chapters throughout every populated continent in the world. Last year alone, BNI generated 9.1 million referrals resulting in \$13.1 billion worth of business for its members. Dr. Misner is a New York Times Best-selling author who has written 23 books, including *Who's in Your Room?* He is also a columnist for *entrepreneur.com*. *

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, Donald Trumps, 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 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. **

**This month's special Member-Only call-in times for Lindsey's Insider's Circle will be
5/20/19 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!**

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 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.

- Electrician
- Life Transition Coach
- Attorney
- Realtor
- Printed Apparel
- Mortgage Broker
- Bathroom Remodeler
- Printer
- IT Specialist
- Auto/Home/Life Insurance
- Port Facility
- Identity Theft Protection
- Banker
- Electronics Repair
- Home Inspector
- Financial Advisor
- Travel Agent
- Home Repair





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To be removed from our mailing list, call/email us:
(251) 633-4070 or info@CPAMobileAL.com.

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.

Russanne Howell

Rebecca Reed

Nicole Gay

Thomas Beaudry

Bill & Charlotte Laughlin

Roderick & Clarissa Hamilton

Charles Smith, III

Steve Rockwell

Buddy Waller

Lesa Dale

Mike McNair

Floyd & Catherine Lewis

Carl Dekle

Jennifer Welch

THANK YOU!

What I'm Reading...

NOW

Offer of Revenge by Jason Kasper
Talk Triggers by Jay Baer and Daniel Lemin

RECENTLY

Crashing Heat by Richard Castle
Who's in Your Room?: The Secret to Creating Your Best Life
by Ivan Misner, Ph.D., Stewart Emery, L.H.D., and Rick Sapien

LEADERS ARE READERS



"When a thing is done, it's done. Don't look back. Look forward to your next objective."

~ George C. Marshall ~

"Use what talents you possess; the woods would be very silent if no birds sang there except those that sang best."

~ Henry Van Dyke ~

"It is the province of knowledge to speak, and it is the privilege of wisdom to listen."

~ Oliver Wendell Holmes, Sr. ~