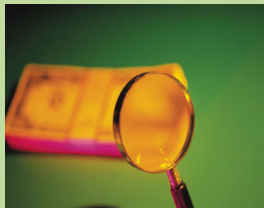


LINDSEY & WALDO

CERTIFIED PUBLIC ACCOUNTANTS

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



SPECIAL POINTS OF INTEREST:

- Relationships and practice make referrals happen
- Planning ahead
- Richard's reads
- Referrals
- Quotes
- Funnies
- 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.

VOLUME 18, ISSUE 10

OCTOBER 2026

That Double Play Again

They played baseball together for ten years, and it happened so often, Franklin P. Adams, a New York Evening Mail columnist wrote an eight-line poem about it. Originally published under the title "That Double Play Again," it is better known as "Baseball's Sad Lexicon," or simply as "Tinkers to Evers to Chance."

*These are the saddest of all possible words:
"Tinkers to Evers to Chance."*

*Trio of bear cubs, and fleeter than birds,
Tinker and Evers and Chance.*

*Ruthlessly picking our gonfalon bubble,
Making a Giant hit into a double—*

*Words that are heavy with nothing but trouble:
"Tinkers to Evers to Chance."*

A little background: Back when the Chicago Cubs were a dynasty they won the National League pennants in 1906, '07, '08, and '10 and the World Series in 1907 and '08. Anchoring their infield were shortstop Joe Tinker, second baseman Johnny Evers, and first baseman Frank Chance, the best double play combination of the day.

Adams considered the poem a throwaway when he wrote it. He simply wanted to get out to the ball park and watch the game. But, even with recency bias, those three may still be some of the best-known Cubs of all time.

Continued on page 3 ➡

It Wasn't Raining When Noah Built the Ark

As we wrap up 2026, it's important to take a closer look at your tax and financial plans. This year likely brought challenges and disruptions that significantly impacted your personal and financial situation. Now is the time to take a closer look at your current tax strategies to make sure they are still meeting your needs and take any last-minute steps that could save you money.

We're here to help you take a fresh look at the health of your tax and financial well-being. Please contact us at your earliest convenience to discuss your situation so we can develop a customized plan. In the meantime, here's a look at some issues to consider as we approach year-end.

Charitable contribution deductions

Individuals who do not itemize their deductions can take a deduction of up to \$300 (\$600 for joint filers). Such contributions must be made in cash and made to qualified organizations. Taxpayers who itemize can continue to deduct qualifying donations.

Required minimum distributions (RMDs)

RMDs are the minimum amount you must annually withdraw from your retirement accounts (e.g., 401(k) or IRA) if you meet certain criteria. For 2026, you must take a distribution if you are age 73 by the end of the year. Planning ahead to determine the tax consequences of RMDs is important, especially for those who are in their first year of RMDs.

"Planning is the process of choosing among those many options. If we do not choose to plan, then we choose to have others plan for us."

~ Richard L. Winwood

Continued on page 2 ➡

It Wasn't Raining When Noah Built the Ark - *continued from page 1*

Fraudulent activity remains a significant threat

Our firm takes data security seriously and we think you should as well. Fraudsters continue to refine their techniques and tax identity theft remains a significant concern. Beware if you:

- Receive a notice or letter from the IRS regarding a tax return, tax bill or income that doesn't apply to you.
- Get an unsolicited email or another form of communication asking for your bank account number, other financial details, or personal information.
- Receive a robocall insisting you must call back and settle your tax bill.

Make sure you're taking steps to keep your personal financial information safe. Let us know if you have questions or concerns about how to go about this.

Virtual currency/cryptocurrency

Virtual currency transactions are becoming more common. There are many different types of virtual currencies, such as Bitcoin, Ethereum, and non-fungible tokens (NFTs). The sale or exchange of virtual currencies, the use of such currencies to pay for goods or services, or holding such currencies as an investment, generally has tax impacts. We can help you understand those consequences.

Additional tax and retirement planning considerations

We recommend you review your retirement situation at least annually. That includes making the most of tax-advantaged retirement saving options, such as traditional IRAs, Roth IRAs and company retirement plans. It's also advisable to take advantage of health savings accounts (HSAs) that can help you reduce your taxes and save for your future. We can help you determine whether you're on target to reach your retirement goals.

"Failure to prepare is preparing to fail." ~ John Wooden

Here are a few more tax and financial planning items to discuss with us:

- Let us know about any major changes in your life such as marriages or divorces, births or deaths in the family, job or employment changes, starting a business and significant expenditures (real estate purchases, college tuition payments, etc.).
- Consider tax benefits related to using capital losses to offset realized gains — and move any gains to the lowest tax brackets, if possible.
- Make sure you're appropriately planning for estate and gift tax purposes. There is an annual exclusion for gifts (\$19,000 per donee, \$38,000 for married couples) to help save on potential future estate taxes.
- Consider Sec. 529 plans to help save for education; there can be income tax benefits to do so, and we can help you with any questions.
- Consider any updates needed to insurance policies or beneficiary designations.
- Discuss tax consequences of converting traditional IRAs to Roth IRAs.
- Let's review withholding and estimated tax payments and assess any liquidity needs.

"Rushing never saved the time that planning did." ~ Ben Paris

Year-end planning equals fewer surprises

There are many other opportunities to discuss as year-end approaches. And, many times, there may be strategies such as deferral or acceleration of income, prepayment or deferral of expenses, etc., that can help you save taxes and strengthen your financial position.

Whether it's working toward retirement or getting answers to your tax and financial planning questions, we're here for you. Please contact our office today at 251-633-4070 to set up your year-end review. As always, planning ahead can help you minimize your tax bill and position you for greater success.



Your time for tax planning is about to disappear. A tax return is just a report about what happened last year. Once the year is over, there's not much we can do to change it. Planning now gives you that opportunity.

That Double Play Again - *continued from page 1*

But it didn't happen by chance. (Did you see what I did there?) It happened by teamwork. It happened because they practiced. I happened because Tinkers and Evers and Chance developed a special relationship with one another unlike most others.

The same is true if you're trying to grow your business by word of mouth. You can't expect people to shout your praises and send you referrals just because you showed up at the ballpark. It takes a relationship to make it work. Referral relationships work just like other relationships work. Think about the relationships you have with your neighbors. How willing would they be to help you out if your car broke down?

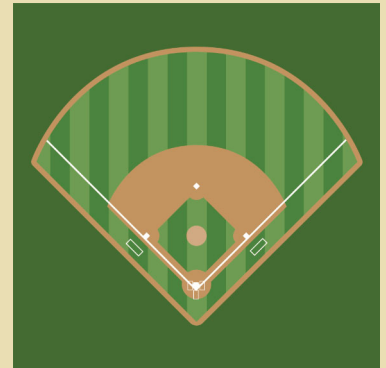
Depending on your relationship, they might each respond differently. One might outright refuse to help. Another might share the name of his favorite mechanic. Another might be willing to take you or pick you up at the garage. Still another might insist on fixing it for you at no cost.

Each of your neighbors may display a different willingness to help. And naturally, your willingness to help them would probably differ as well. Even your requests for help would be dependent on your history with each of them.

Great referrals don't happen just because you ask. At some level of consciousness, people who are good salespeople know this. Yes, sometimes, just asking for referrals will work, but more often, asking someone with whom you haven't yet developed a relationship, may sour them forever.

Like a great double play combination, it may look easy, but it takes a lot of work behind the scenes to make it happen. Getting ideal referrals with strong introductions from influential people involves planning, preparation, and practice. It involves developing that special relationship.

I know the relationships I've developed over the last couple of decades with my referral partners have been significant for my business. If you're interested in meeting them, just let me know. ✕



What I'm Reading...

NOW

Behavior Reports by Scott W. Cook

RECENTLY

The Long Patrol by Chris Glatte

Reading can take you anywhere



“

The way I see it, if you want the rainbow, you gotta put up with the rain.

~ **Dolly Parton**

An investment in knowledge always pays the best interest.

~ **Benjamin Franklin**

Our obligations to our country never cease but with our lives.

~ **John Adams**

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National First Responders Day



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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.

- Business Insurance
- Medicare Plans
- Auto Repair
- Executive Coach
- Graphic Designer
- Auto/Home/Life Insurance
- Realtor
- Financial Advisor
- Gutters
- Mortgage Broker
- Printer
- Payroll Processing
- Home Inspector
- Bookkeeper
- Lawn Care
- Cultured Marble
- Housekeeping



TRUE! by Daryl Cagle



Of all products and services, Americans are most satisfied with canned goods and least satisfied with the U.S. Postal Service and the I.R.S.

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