

Helping You Keep More of What You Earn

David M. Warrick CFP, EA • <u>info@thetaxreductionnetwork.com</u>

**Admitted to Practice Before the Internal Revenue Service

(610) 945-1954 • 1109 West Main Street, Norristown, PA 19401 • www.thetaxreductionnetwork.com

Dear Tax Payer:

Warning! If you make more than \$150,000, Your Income Taxes are Going To Explode To Pay For More Wasteful Government Spending & the 36 Trillion Dollar Deficit! Free Report Reveals New Legal Tax Strategies You Must Use Now To Protect Your Income & Wealth (Find Out What Congress & The IRS Hope You Never Learn)

I thought you might. After all, there has never been an administration in Washington that was this devoted to taking what you have, and giving it to the government. To let the bureaucrats blow your money on more and more stupid and wasteful projects. Never has a President been so insistent on creating new government agencies and regulations and federal jobs. He wants to add more red tape. More rules. More government interference with our private lives. And on and on.

Oh yeah, there is one more thing Congress and The IRS Plan to Share Your Success:

Your Taxes Are About To Explode in 2024 and Beyond!!! Will it make a difference who is in the Whitehouse or congress? Now, I shouldn't just say that they want to raise taxes, because we all know they just passed the biggest tax increase in the history of our country! (You Know The 2008 Wall Street and Bank Bailout, AIG Bailout, Fannie Mae Bailout, Congress is taking care of its best political campaign contributors!!) The 2022 Covid Market Collapse! No, but that's not all. You're kidding yourself if you think they are done with taking more of your money. No, not a chance. They have just begun to force even more taxes through Congress. You see, they're still learning as they go. Doesn't it scare you to think how much higher our taxes will go when they actually get good at this? Maybe this story will hit a nerve with you:

Carl had put off this task for the whole day. He just couldn't bear to sit down and do it. His wife, Terri, had asked him a couple of times if he had done it yet. (He was starting to get a bit testy with her, even though he knew it wasn't her fault.) Finally, the six o'clock news came on, and he knew there was nothing left for him to do. He walked over to his coat that was hanging over the back of the bar stool in the kitchen, and pulled his checkbook out of the inside pocket. He sat down at the table and grabbed the manila folder that was lying on top of yesterday's newspaper. He opened it up, and saw the same number



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he had seen for the last two weeks." MAN, does this stink!", he muttered to himself as he wrote out the check.

He wrote \$18,976 in the little box on the upper right side of the check. Then he had to endure the torture of actually spelling it out on the long line in the middle. "Eighteen thousand nine hundred seventy six and 00/100------" "It was like they make you sweat through it a second time, in long hand, just to stick the knife in deeper and deeper!", Carl thought to himself. Then, he had to write the payee on the first line. He sighed, put his pen to the check, and wrote those dreaded initials, "IRS." "You know something, Terri?", he asked out loud to his wife who was just walking in to the kitchen. "I actually voted for this guy. I thought he was going to be fair about what he did. You know "Change is Coming", that's all Presidential candidate Barrack Obama kept saying! I guess I was dead wrong." Terri looked at him with a slight smirk on her face. "You did vote for him! I knew it! You said you'd keep that part of yourself private, Mr., Mr., ...whatever. And now you have the nerve to be mad? Give me a break!"

Terri's words ran through Carl like the second knife of the evening. He had voted for Clinton. And before that he had voted for Bush. But when Bush raised taxes in '91, he vowed he'd never vote for him again. So he voted for Clinton, and now his taxes are even worse! And lets not even mention former President George W. Bush the last in one office!

This is the first time in his adult life he was writing a check like this to send in with his tax return. He was always used to getting a check back from the IRS, not having to write one! Anyway, he knew that the post office was going to be postmarking the returns up until seven, so he stuck the check in the envelope, and headed out the door. When he got there, he saw a long line of cars and people sitting in front. "I guess I'm not the only procrastinator in town!", he thought to himself. When he got out of his car, he saw his neighbor, and sometimes golf buddy, Dave getting out of his car at the same time.

"Hey Carl!", Dave exclaimed. "We've got to stop meeting like this!" "Yeah, right.", replied Carl. "I'm here with a heavy heart, and a much lighter wallet. Man, I can't believe how much my taxes have gone up in the last couple of years! This is just nuts!" Hey, I hear you!", answered Dave. "I just wrote a check for over \$8,000. My accountant said I should have been withholding more. I knew the stupid law was retroactive to the first of the year, but I didn't think they would nail me like this. As a matter of fact, I held off hiring Maria (one of their neighbors) now, because of all these new taxes. I'll probably have to lay-off a few more before it's all over! My CPA says that I should plan on paying about \$25,000 more in taxes in '2025 & even more than that in 2026 and beyond! . Hell, that's a full time job I was planning to



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add with her, and now that's totally down the tubes..." "Yeah and unemployment is 4% and they want even more tax increases!"

Dave just shook his head, and headed inside the revolving door to the post office. Carl went in behind him, and watched Dave's feet shuffle through the door until it opened on the other side. He popped out next, and they both got a number from the dispenser. They didn't say much as they waited the five minutes for their turns. Mostly they made small talk about the lousy pro football team, and gossiped about the parents of a kid on the soccer team that both their kids were also on.

No more talk about taxes. What was the point? As Carl was driving home, a couple of thoughts occurred to him. One, he realized that it really didn't matter who was in office. They all lied, and they were all going to raise taxes. Period.

The second realization he had was about Dave's not hiring Maria. It struck him that here was a business owner who needed to hire someone, and an unemployed single mom, ready to get back to work, and that the government had confiscated the salary money from her! Here they are claiming to be creating jobs, when all they're doing is destroying them! Then he had another thought.

"What if his boss was in the same position as Dave? Would his boss stop hiring, or, would he, as so many companies do now, lay people off to pay these new taxes?" That disturbing thought was kept to himself when he got home. He didn't want to get Terri nervous. But, he didn't have to say anything to her. She asked him if he had read the paper that was sitting under the tax returns.

"Boeing is laying off another 175 people next week.", she pointed out. "Doesn't Bill work there?" Carl sat down, and said to no one in particular, "Probably not anymore."

This little story is what life in the US, in 2024 and beyond is all about. It's about higher taxes, higher unemployment, and higher stress. Let's face it. Things are tougher and tougher out there. And it makes no sense! You'd think they would learn from all the gigantic mistakes they've made in the past. You'd think they would. But have they? I mean, think about some of our recent presidents. Back in the sixties, Kennedy lowered taxes and capital gains. The economy boomed. Or Jimmy Carter. He raised taxes, and the economy went down the tubes. Reagan lowered taxes originally, and the economy went nuts. Then in '86, he raised them, and the economy began to sour. In '91, Bush raised them big time, and the economy got worse. Now, taxes are way up, and the economy gets worse and worse. Isn't there some pattern here that we all see, and that our elected "leaders" in Washington just don't seem to get? Don't they understand that creating jobs is the key to economic



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growth? Do they really think that employers will absorb all the tax increases, without passing them on to all of us? Aren't they aware of the fact that they have to cut spending?

Listen to what Gary S. Baeker, the 1992 Nobel Laureate, wrote in Business Week:

"Federal expenditures at the end of the Carter presidency were \$591 billion, with tax revenues of \$517 billion, for a deficit of \$74 billion. By the end of the Reagan era, in 1988, revenues had risen to \$909 billion! If spending had been curtailed, there would have been a huge surplus. But, the spending went over a trillion dollars, and created a \$150 billion deficit!" Yes, the taxes keep going up, and the spending goes up even more. So they keep increasing the taxes, and increasing the spending by greater amounts! Just like they did in '93! They're going to spend over a trillion and a half dollars in 2009! A trillion and a half dollars! Do you know how much a trillion and a half is? If you spent one million dollars an hour, 24 hours a day, 365 days a year, it would take you 171 years - as long as Napoleon's been dead - to spend \$1.5 trillion dollars each year! Now it's over 34 trillion in less than 3 years! And Congress just gave the president a blank check through the end of 2024!

That is incredible when you think about it! And, all this red ink leads to the worst problem for most of us, besides being worried about our job: Paying the bills for the out of control government with higher taxes! Did you know that the independent, non-partisan, Tax Foundation says: The median American household pays 48% of its income in federal, state and local taxes! And that's not the so called "rich". The typical family getting nailed like this is a working couple with two kids, and a gross income of \$53,984!

If your family is "selfish", and successful, and makes more than this, you can expect to pay half, or more, of your income to the IRS & Congress.

Now, they do keep trying to stimulate the economy with lower interest rates. I mean, we all know rates are lower than they've been in 20 or more years. So why hasn't the economy responded by growing? Why are these low rates doing nothing to stimulate real growth? Well, it's not real complicated to figure out. It's those damn taxes again. And out of control pork barrel spending! You know the earmarks! They just love to give away our money!! The higher taxes take away jobs. Less people working causes less people buying. Less buying costs more jobs. Which causes even less buying. And so on. It's just not that tough to figure out. For us, anyway.



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So what does all this mean to you and your family??? Well, the first thing is that you've got to be aware of the problem before you can fix the problem. I hope with this introduction, you are now keenly aware of the real problem, even if you weren't before. Now, what do you do about it?

Well, there are some basic strategies that have to be put into place to protect yourself against higher taxes, and maybe an uncertain future:

- 1. First and foremost, understand the new rules of this new game! You see, there is a new game to be played. All the rules we used to follow about our financial lives are dead and buried. All the hopes we had of retiring with a company pension and Social Security have faded into the mist of distant memories. (Not to mention the Stock Market Falling 30+% in 2022) Planning for taxes and investing used to be so much simpler and safer. It seems like danger lurks around every corner. All this is true. And what's just as true is the fact that anyone can prosper and succeed beyond their wildest dreams, if they know how to play the game! This messed up economy can be a bonanza for those of you who know what to do, to take advantage of all the opportunities that come along. You all know the Chinese have the dual symbol of CRISIS/OPPORTUNITY! They believe that every crisis reveals new opportunities. And that is the case now. For sure. But, you must understand the next strategy before I can get to some specifics:
- 2. Know that the information you need, and that will work in this goofy world, is not coming from your banker, accountant, or the popular press/media! It's just a basic fact of life. There are the "mainstream" sources of information that regurgitate "mainstream" ideas. But when you get right down to it, if the "mainstream" thoughts worked, why would 96% of America retire basically broke? You see, what's popular, or common, is not what works. It's just what people who have a hidden agenda want you to think. People like bankers who want you to keep your money nice and safe in CD's! paying around 1% (So safe, that after subtracting taxes and inflation, you're actually losing real money every day! I'll talk more about that in a minute or so.)

People like your CPA, who has no motivation to help you plan, because they're only worried about what happened to you in the past! Don't forget that an accountant's function is to record history. To tell you what you did. In the past. I mean, that's important when you need to tell Uncle Sam what last year was like on your tax form. But its not helping you in the future!

Another big problem with accountants is that they are mostly afraid to use all the legal tax deductions you are entitled to keep your tax bill low. They're afraid, because the IRS has made them de-facto agents



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of the government. When they sign your return, they are supposed to know that everything you've done is kosher. And since they don't bother to get to know everything about you, they would rather take a mild, safe, tax position. Safe for them, not for you! You see, I don't consider paying thousands of dollars in needless taxes very safe. Do you? The final sources of bad information are the reporters on TV and in

the press. They dish out all this bogus information that doesn't offend anyone, particularly their sponsors and advertisers. All the "advice" they dish out is based not on helping, but with not "offending."

Their editors are always concerned with what will be boring and mundane. Which won't cause an advertiser to pull the plug. In other words, what's best for them? Not what you really need to know. And keep in mind that the real story can often upset people.

People want to think that Congress is working for them!

People want the big companies to tell the truth and deal with customers honestly and fairly. People want to think that the bureaucrats want what's best for the country. Well, you and I know that none of this is pleasant, but once you face up to it, the success you desire will come much easier!

- 3. Beltway Proof "Your Financial Situation! In order to beat multiple new tax increases that are heading our way, not to mention *The New Congress and President in 2025!*, you must become a student of all the legal tax reduction strategies they have scattered throughout the tax law. While they take with one hand, they give with the other!
- A. For example, the area of Charitable Giving has become an opportunity that will save you thousands, while giving money to the charities that need it so badly. Did you know about a tax strategy that allows you to gain in five incredible ways?: Sell an asset that has grown in value, without paying a nickel in taxes! Have an income stream for the rest of your life! Get a huge tax deduction in the first year, saving you thousands of dollars in taxes! Donate a substantial sum to the charity(s) of your choice! Leave an amount equal to the donation to your kids, completely income and estate tax free! This program is a typical example of how knowing the right rules can put big money back in your pocket. (Hint- Not even one in a hundred advisors, accountants, lawyers, etc. have even a clue about how to do this.)
- B. Tax credits. A tax credit is a dollar for dollar reduction of your taxes. The new law reinstated the tax credits available, which if used right, can save you over \$70,000 in taxes in the next ten years! Yes, you read that right. \$70,000 in your pocket that you would have otherwise sent off to Washington on a one



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way trip, never to return! Not only that, but it has been extended as a permanent feature in the code! I'll bet no one has ever told you how to save that much money off of your taxes, for the next ten years! Why? Again, this is a little known, and very little used loophole that you'll never hear about from our "mainstream" friends. It is a small item in the overall scheme of things, so it is overlooked by all the so called experts. I don't know about you, but \$70,000 in my checkbook is not so small to me!

C.. Making your IRA income completely tax free, NO MATTER WHAT YOUR TAX BRACKET IS! This new loophole was a special gift from congress so they can make their own incomes tax free while they raise yours! You can save a ton of taxes with the right knowledge! Don't you want tax-free income too!

D. Getting around the new 85% tax on Social Security income! Well, I just told you some good news about them giving us a break, and here is some bad news for all the retirees on Social Security. It wasn't enough for them to tax you on as much as half of your Social Security income. No, that wasn't enough. Now, they can get you on as much as 85% of your Social Security checks. Isn't that sporting of them? This tax is calculated using a rather complex formula, and actually includes your tax free income from municipal bonds, for example! (Which are supposed to be tax free?) Basically, they have given us a menu of items that increase the tax on Social Security, and a menu of financial decisions that don't. Now, as amazing as it seems, we find that almost all of the retirees we deal with are choosing the path that pays Uncle Sam the maximum amount of taxes!

Why do so many people do this? Is it because they want to pay more tax? (I don't think so.) I think it's because they're listening to the same old bankers and so forth, who couldn't care less how much their customers get nailed in taxes. They have such an ax to grind for you to keep your money in the bank, that they ignore what's important to you, so they can keep their membership in the country club.

E. Those are just a few, the list of tax reduction strategies is massive!

By the way, remember when I told you a few minutes ago that you are actually losing real money in the bank? I guess this is the time to explain what I mean. If you are making 4% interest on a CD, (assuming you can find a 3% CD!) and you are in the 28% tax bracket, your net, after tax, yield is only 2.50%! Now, that would be bad enough, but we cannot forget about our friend, inflation. Yes, they claim inflation has been licked. That it's gone. Right with Gas at \$3.50 a gallon and prices at the grocery store



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going through the roof. Remember the above example is hypothetical. No one is paying those high yields anymore! Banks are making a fortune while people on fixed income can't pay their bills!!!!

Of course Congress doesn't feel it because our taxes support their pension, healthcare, and life style!!!

Why? Because inflation has been really hovering around 5-7 or more% for the last couple of years when you include food and energy (CPI+U). Now, that is considered low, low inflation by today's standards. (What bills do you have that went down?) But, did you know that in the early '70's, when President Nixon instituted price controls, inflation was an incredibly high 4%! Isn't that interesting? That in 1972, 4% inflation was considered so high, that the government tried putting price controls in place. Now, when inflation is at the same exact level, 52 years later, it's considered insignificant by the boys in the Capital! How can this be? Could it be that inflation has changed, or is it more likely that the government has changed the way they want us to view it? Anyway, how does this "not so bad" inflation affect our CD example? Well, remember that we're at 2.50% net, after tax yield. Now let's subtract inflation from this yield, to arrive at your true change in value, adjusted for the loss of purchasing power: 2.16% net, after tax yield less 3.50% inflation (1.34%) true return

Those brackets, by the way, mean a negative real rate of return! Yes, that means that you have a loss of value, of \$134 for each \$10,000 you have invested in CD's! Now, if I asked you to put money in an investment that was guaranteed to lose \$134 for each \$10,000 you invested, you'd run away from me faster than a deer from a lion. Yet, if you have CD's, then you are doing the exact same thing! So, what does a retiree do to get a better return, and avoid the new higher tax on their Social Security and other income? As I said a couple of minutes ago, the real secret is to know what items you can invest in, that are off of the "tax hit" list. Things like CD's and municipal bonds get special tax treatment. So special, that they cause the maximum taxes to be paid!

What you need to do is figure out how much monthly income you need, and then build a plan that uses the tax favored items like, to assure you get the cash flow you need, and avoid wasting money on the taxes you don't need! Which brings me to the most important item of all to "Obama-Proof" your family:

F. Tax Planning first, making decisions last! While the Biden era is unique in its attack on our wallets, there is one little used strategy that almost no one uses, yet is essential to beating this first family, or any first family: Tax planning! Yes, planning is the single, most effective technique to beat all these politicians. It worked during Teddy Roosevelt's days, it worked during Viet Nam, and it works now!



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See, the reason most of us aren't going to win the Obama war, is that we don't follow this crucial sequence, when it comes to managing our finances: Figure out where you are today. Figure out where you want to be. Get a true understanding of the options you have available to you. (Not from biased sources.) Develop a plan that will provide the right "course" to follow. Make the changes necessary to get the plan going. Watch your progress, and make the proper adjustments to keep the plan "on course".

Makes a lot of sense, doesn't it? Kind of the same process you go through every day when planning a trip to the mall, or taking the kids to practice, or going on a visit or vacation, etc.

Could you imagine how you could get through your daily life without following this sequence of events? Could you imagine how messed up you'd be if you didn't know where you lived, what time practice was, didn't know which roads led to the practice field, didn't know where the practice was going to be held, and finally, didn't know which team your kid was on? I know that sounds stupid, because in our day to day activities, we always know all those things!

But, can you really say the same thing about your money? Do you truly know where you are today? Are you certain you have specific goals of where you want to be financially? Can you say that you know all the choices you have available to you? Have you set up a plan to get where you want to be? Or, like most of us, are you winging it as you go along??? In all the years we've been helping people win the game of money, and when studying the characteristics of families who are truly financially independent, we find one common theme. Not their age, or occupation, or sex, or income, or any of those things. No. The one common attribute is that they make a constant effort to plan for their future. That's it. It may not sound very exotic or romantic. But it's simple, and it works. You know, usually, the most effective things in life, are the most simple and basic. Now, with this ridiculous attack on your future by the government, you need to plan for your own future, more than ever! Make sense? I hope so.

Because this topic is very important to us, and to you. It's important to us, because we help people plan for a living. It's important to you, because planning may be the best weapon you'll have to make sure you live the way you want! So where do you go from here? Well, we have one simple way of introducing planning into people's lives. It requires no pressure or any "sales" garbage.

Another way to look at this, is that a doctor cannot help a patient until he or she does a diagnosis to see what is wrong. And then prescribe treatments based on that diagnosis. So the patient can have a "map" or a plan on how to get well. And, just like that doctor, the first step towards getting well financially, we need to perform a diagnosis to see what "ails you!" Now here's what I'd like to offer you:



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A FREE INTERVIEW TO FIND OUT EXACTLY WHAT YOU ARE FEELING ABOUT YOUR MONEY. A "DIAGNOSIS", IF YOU WILL.

Yes, we will do something your doctor wouldn't do. Provide an initial interview and consultation with no charge! And no, it will not be a disguised sales presentation. Or a "pitch". Or anything, except a brief

(half hour or so) time to review what is going on in your financial life that concerns you. And that's it. If, at the end of the interview, you do not feel like we can help you, or that you don't like me, or that you want to keep doing what you're doing, etc., that's fine. And that's it. You go home, and we leave it at that.

Believe me, I could not be working with so many people if I was doing anything to make them uncomfortable! I can't think of a better way to work. Can you? So why don't you think this over for a couple of days, and see if this makes sense to you? If you have any major skepticism left, or maybe have a question or two, feel free to give me a call. You will find that when we talk, there will be zero push or pressure. If you are really not interested or ready, that's great. If you want to talk, that's OK too.

You have to understand that I love getting new clients, and as a matter of fact, I am hired by many individuals, families, business- owners and business executives as their advisor, each and every month.

Many are through referrals, my website, tax reduction workshops, Link'd In, Facebook or my Free Digital Tax Reduction Newsletter. <u>Just go to our website thetaxreductionnetwork.com</u> <u>I guess, real clear tax and financial advice is in short supply these days!</u>

But, because I meet with so many people in my office on a daily basis, I never accept clients that aren't really excited and interested in rebuilding their future. I am going to be honest with you. I have so much fun seeing people's lives change for the better, that I would never work with anyone who wasn't excited and looking forward to finally getting the:

Control Of Their Lives Back Through Planning!

Life is too short to "fight" people who don't really want to PLAN FOR THE FUTURE. I hope this discussion of building a map for your life's road makes sense. I also hope you are thinking a lot about your own life, and whether or not you feel in control of it. Or whether it is controlling you!



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Even if we never talk, I want you to begin to take a new view of your life. One that allows your natural joy and love be the dominant forces. So you and your family can have the best life possible. And that I have shown you how to get rid of those bad feelings. As I said before, there is too much good in life, to let worry and frustration get in the way.

I am always positive that planning may be the best weapon to stop the negative sides, and bring out the wonderful gifts we all have been given! Anyway, I'm done for now. I look forward to talking to you soon, and seeing where we go from here! Take care, and I wish you all the good luck in the world!

Sincerely,

David M. Warrick, CFP EH The Tax Reduction Network

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P.S. You can end the frustration you feel by taking action. Just like you tell your kids, "I can't help you, if you won't help yourself!" And, with all the changes going on in your life, can't think of a better time to plan for your future!

My firm The Tax Reduction Network was founded to provide cutting tax reduction and financial advice to help business owners and individuals keep more of what they earn. I also teach tax planning and tax reduction to CPA's at a major university. You can view my website at ww.thetaxreductionnetwork.com

You can also find me on Link'd In, Facebook, and U Tube

Please check our website, www.thetaxreductionnetwork.com
Also you can sign up for our Free Tax Reduction Digital
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As you can see, tax planning is a complex and comprehensive process. Your specific strategy should be unique to you and your plan. Everyone has different financial needs and visions for the future, and we seek to help you maximize your financial plan to set yourself up for success both now and in the future.

How can you be sure our team can help you achieve your financial goals? I hold the CFP designation and the enrolled agent (admitted to practice before the IRS in all 50 states). These accreditations combined with years of experience and passion put us in a unique position to help clients set up their taxes in efficient ways. We also invest heavily in technology, which enables us to effectively deliver on all the strategies we discussed today.