

< Schanel Logo & Letterhead >

**Recently you received a letter from Dr. Baqir Syed recommending you contact our Tax & Financial Management Firm. That was extremely generous of Dr. Syed. But, let's face it...**

**Talking To An Accountant Or Financial Advisor Is As Exciting As Watching Paint Dry On A Hot August Afternoon...Unless Of Course You're Being Audited By The IRS...And Your Assets Are At Risk Of Being Seized Because Of A Pending Lawsuit!**

Tuesday, August 09, 2005

Dear Dr. < Name >,

Like most doctors...crunching numbers, looking for legitimate tax-saving loopholes, and figuring out how to protect your assets from creditors and lawsuits...is not what you rush home to do after spending a long day at the office...or in the operating room...even if you enjoy reading the IRS code...and civil and criminal case law.

As a doctor you have precious little time for anything other than your family and practice.

**And yet, do you know the number one reason why most doctors meet with their CPA's, tax, and investment advisors**

**more than they need to, or should?**

**The answer will amaze you!**

But first, I want to give you a few ideas on how to save money and reduce your taxes...by showing you a few examples of how we've already saved money for our clients, and reduced their taxes...

- By “age-weighting” a profit-sharing plan for his practice, we reduced this particular doctor’s annual retirement contribution by \$22,000, and yet, we were still able to maintain his original \$60,000 deduction!

**Imagine what you could do with an extra \$22,000 in your checking or retirement account!**

- We advised another doctor to create a “defined-benefit” retirement plan that allowed him to make an additional \$60,000 in tax-deductible contributions – above and beyond what his previous “SEP” retirement plan allowed.

**That’s an extra \$60,000 a year – now growing tax deferred – in his retirement account.**

- And, we advised yet another doctor to restructure his company’s retirement plan so the largest share of plan contributions were allocated to him, the other doctors, and their most critical employees.

### **What’s The Single Most Overriding Fear Of Every Practicing Physician?**

**Of course...it’s the fear of being sued!** The threat of a frivolous malpractice lawsuit tempers almost every move you make. Because the costs of a successfully prosecuted lawsuit are so high, so devastating...it’s created a culture of fear in the medical profession.

**But...**because most retirement plans are protected by law from creditors...a well-constructed retirement plan can be an integral component of your asset protection plan.

**Call us now at...561-624-2118** and we’ll help you set up a plan to protect your money.

Now, to answer that question...what’s the number one reason most doctors meet with their CPA’s, tax, and investment advisors more than they need to, or should?

**Answer:** The chronic lack of communication and integration of services between your CPA, tax and investment advisor. **They simply don't talk to one another!**

They work in a vacuum, disregarding the impact their individual recommendations will have on the other pieces of your financial pie...until it's too late! **And then they spend your time – your money – unscrambling what should have been avoided...if only the right hand knew what the left hand was doing!**

How can any financial advisor recommend a prudent, effective financial course of action for you...without examining, diagnosing and understanding your whole financial circumstance?

### **Here's Perfect Proof...That We Do Far More Than Just File Your Taxes**

**PROBLEM.** A client of ours intended to leave her sizable IRA to her beneficiaries (her children.) But, since IRA distributions are taxed as ordinary income, her children's subsequent tax obligation would have been...well, substantial.

**We needed to figure out how to keep the money, all the money, in the family.**

**SOLUTION:** Using the money in her IRA, we advised our client to purchase an immediate annuity. At the same time, we advised her to purchase a life insurance policy, and to pay the premiums on the life insurance policy with the distributions she received from the annuity.

**END RESULT:** Since the face value of the insurance policy *far exceeded the future projected value of her IRA*, her children will inherit far more money! And, since a life insurance death benefit is payable tax-free...her children will not pay a penny in income taxes.

**Glenn G. Schanel, CPA and Associates, PA**, is a tax and financial management company that can manage all your financial service needs... leaving you safe, secure...and with more time for your family, and your medical practice.

We offer you:

- Retirement planning
- Employee compensation and benefit planning
- Business continuity planning (e.g., buy/sell agreements)
- Merger, acquisition and divestiture consulting
- Business valuation and appraisal
- Asset protection
- Restructure and business financing consulting
- Complete outsourced business accounting and bookkeeping
- Tax planning
- Estate planning
- Life insurance

**Call us now...561-624-2118...and ask for me personally.  
I promise...you'll be glad you did.**

With Warmest Regards,

<Signature>

Glenn G. Schanel

**P.S. Please** don't procrastinate or equivocate...don't put this letter down without taking action that's in your best interest. Lock in a secure and comfortable retirement, and dramatically slash your taxes...***call us now!***