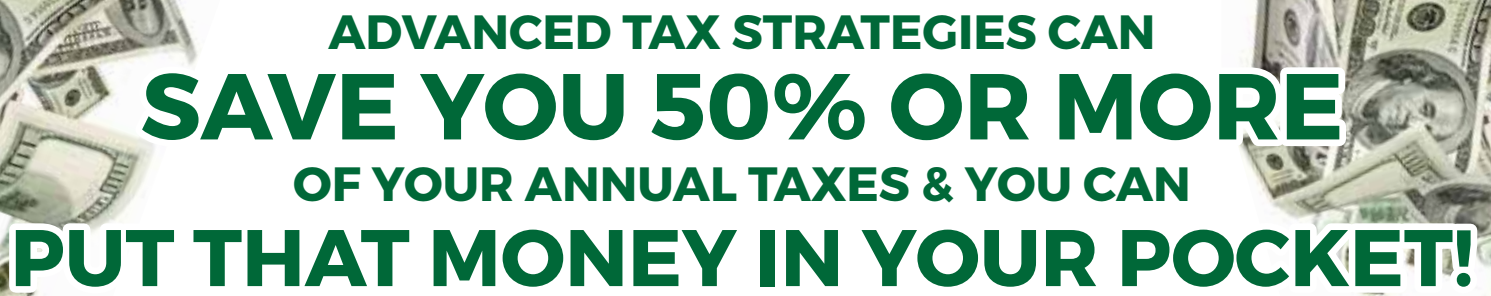


# HOW YOU CAN SAVE \$10,000 - \$50,000+ TAXES THIS YEAR

DR. HAROLD WONG • [DrHaroldWong.com](http://DrHaroldWong.com)



If I can't show you how to reduce  
your taxes by **HALF** or more,  
**I WILL PAY YOU \$300** at the end of your  
**FREE** live strategy session.  
**BOOK NOW! 480.706.0177**



**ADVANCED TAX STRATEGIES CAN  
SAVE YOU 50% OR MORE  
OF YOUR ANNUAL TAXES & YOU CAN  
PUT THAT MONEY IN YOUR POCKET!**



## **HOW SAVING LOTS OF INCOME TAXES HELPS YOU!**

When I gave talks to annual conventions of dentists, their #1 goal is to retire 5-15+ years earlier. This is also the goal of other medical professionals such as physicians as well as other high-income households with \$250,000 or more annual gross income. By saving \$50,000 per year of income taxes for 20 years, if we can average an 8% return, this will be an extra \$2,471,146 in their retirement fund. For lower-income households, the impact of saving \$20,000 per year of income taxes for 25 years, averaging a 7% return, will be an extra \$1,353,529 in their retirement fund. This is enough to retire early!

## **TYPICAL GOALS ACHIEVED BY SAVING LOTS OF TAXES!**

Retire early; Afford major fun and bucket list items in retirement; Never run out of money; Investments that don't lose; Increase spendable income; Grow assets; Pass a financial legacy to kids and grandkids; and Save income taxes. By saving substantial amount of income taxes, one can achieve these goals without taking a lot of risk in the stock market. By keeping what you earn, you avoid losing 15-30% of your hard-earned income in taxes every year. This is safer than volatile stock market investments that lose 25-50% of your life savings each stock market crash. In early 2020, it only took 5 weeks for a major stock market index to crash 35% due to the coronavirus panic.



## WHY YOU'RE NOT ACHIEVING MAJOR TAX SAVINGS!

The Tax Reform Act of 1986 targeted tax shelters and eliminated 90% of the major tax-savings strategies one could use at the end of the year, such as the 10% investment tax credit. Instead of the 15-year depreciation on rental houses and residential apartments allowed by the Economic Recovery Act of 1981, residential property depreciation was increased to 27.5 years life and 39 years for all other classes of real estate (commercial real estate such as office, hotel, warehouses, retail stores, and other types of non-residential real estate).

## WHY YOUR TAX PREPARER OR CPA MAY NOT BE SAVING YOU LOTS OF TAXES!

In addition, a number of tax laws starting in the 1980s added stiff penalties on any tax preparer or CPA. Due to the 18% mortgage rates and 22.5% prime interest rate in 1981, there was a terrible recession with major unemployment. When people don't have a lot of money, barter clubs sprung up where a plumber could do work in exchange for printing. The federal government estimated that 10% of the economy was underground (meaning not taxed). The solution was to use stiff penalties on tax preparers and CPAs to discourage them from saving major tax for their clients. In other words, the federal government turned them into quasi-IRS agents. If it was a choice of losing their license or saving major tax for clients, it was clear that they wanted to protect their license. The field became mainly tax preparation. In contrast, it's major tax planning strategies that are needed to save you major income taxes.

## HAPPINESS IS NOT WORRYING ABOUT TAXES OR MONEY!



# EFFECTIVE DEDUCTION STRATEGIES!

## SOLO 401(K)



## DEFINED BENEFIT PENSION PLAN

### SOLO 401(K) EXPLAINED:

In 2020, most know that the maximum annual contribution limit to an IRA is \$6,000 for those under 50 and \$7,000 for those age 50 and over. For the 401(k) (or the 403(b) & 457 for non-profit or government employees) plan offered by your employer, the annual contribution limit is \$19,500 in 2020 for those under age 50 and \$26,000 if you are age 50 or older. Of course, one must have at least the amount of wage income or net profit from one's business equal to what one wants to contribute to an IRA or 401(k).

A solo 401(k) is limited to those who have net business profits and the business has no employees besides the owner and his spouse. The 2020 maximum contribution is \$57,000 if the owner is younger than age 50 and \$63,500 if the owner is age 50 or over.

Example of an sole owner age 55 whose spouse does not work in the business: One must realize that one is both the employee and the owner. The employee can contribute up to \$26,000, even if that is 100% of one's self-employed earnings for that year. In addition, one can contribute up to 20% of one's net self-employment income as the employer (your business profits minus half your self-employment tax). A solo 401(k) takes little paperwork to set up, but once your plan assets exceed \$250,000, you must file a paper Form 5500-EZ or an electronic Form 5500-SF every year.

**Major Benefit:** You are able to deduct much more than an IRA or normal 401(k) plan. You save taxes every year you contribute to the solo 401(k) and the earnings are tax-deferred until you pull the money out.

**Major Negative:** With a few hardship exceptions, this money is locked up until at least age 59.5 or there will be a 10% penalty. In addition, any money withdrawn is fully taxed as ordinary income like wages because it's really deferred wages. You got a tax deduction in the year of contribution and the IRS may have been waiting 30-40 years to finally tax you.

**Ticking Tax Time Bomb:** If you contribute \$300,000 to the IRA, 401(k), or solo 401(k), and you are lucky enough to have it grow to \$1 million, ALL of it is taxable as ordinary income when you pull it out to spend in retirement. You got no benefit of a lower long-term capital gains tax rate if your stock market investments grew from the \$300,000 contributed to the \$1 million at retirement.

# AVOID YOUR TAX TIME BOMB!







## DEFINED BENEFIT PENSION PLAN EXPLAINED:

This is a totally different retirement plan where one is not limited to the annual contributions of IRA or 401(k) plans. Instead, the limit is imposed of the benefit one receives upon retirement, which cannot be more than \$230,000 annually. The expenses are normally \$2,000 per year to file the annual tax return, including an annual actuarial report that is required by the third party pension design and administration firm.

**Case Study of a client who is a large farmer in South Dakota:** In 2013, I met him when he attended my seminar at the Windmill Suites of Chandler. He farmed thousands of acres and had an internationally-known seed company. Depending on crop prices, his net profit was as much as \$1 million and resulting income tax of \$300,000+. If crop prices were lower, his net profit might still be \$400,000. Working with an actuarial pension firm, I set up a defined benefit pension plan in addition to a family 401(k) plan. He was able to deduct \$277,000 which saved him about \$100,000 of income tax. I set it up as a self-directed plan, so that he was NOT restricted to risky Wall Street investments. He built the only new home built in the county that year and was planning to sell it for a \$25-50,000 profit.

**Major Benefit:** You may be able to contribute \$120,000 to \$245,500 (maximum 2020 contribution limit of defined benefit plus one-person 401(k) plan) a year and deduct it. This saves lots of taxes every year. Note that the older you are and the shorter the number of years before your retire, the larger your annual contributions.

**Major Negative:** If you have accumulated \$2-3 million in your defined benefit plan by the time you retire, all of it is taxable as ordinary income when you spend it in retirement. Even if you don't need the money to live on, starting at age 72, you must distribute an increasing amount every year, called a Required Minimum Distribution (RMD). If you screw up and don't distribute at least the RMD, the IRS imposes a huge 50% penalty. Many of my clients complain that they don't need to pull money out of their retirement accounts to live on, but are forced to have this extra taxable RMD income that increases every year.




# YOUR WINNING COMBINATION!

**COMBINE SECTION 179 WITH THE SOLAR TAX CREDITS TO REDUCE CURRENT INCOME TAX TO \$0; RECOVER TAX PAID IN THE PREVIOUS YEAR; AND OFFSET THE TAX FROM BIG ROTH IRA CONVERSIONS**

**Section 179:** allows eligible businesses to deduct the full purchase price of qualifying equipment in the year it was put into service, even if it was at the end of December. In contrast, depreciating \$600,000 of non-alternative energy equipment placed in service with a 10-year life would only allow a 2020 deduction of \$2,500 if one took straight-line depreciation, half-month convention. Of course, deducting \$600,000 would save a lot more income taxes. Section 179 has been in the tax law since 1958 and used to have a limit of only \$5,000 about 40 years ago. Before the Tax Cuts and Jobs Act signed by President Trump on 12/22/2017, the Section 179 limit was \$500,000 annually. In 2020, the limit is \$1,040,000 and one can take the full deduction as long as the maximum equipment purchased is no more than \$2,590,000.

**Alternative Energy Act of 2005:** This has been renewed twice, most recently in 2015. It introduces tax credits for alternative energy such as solar and wind power projects. The current tax credit in 2020 is 26% and will reduce to 22% in 2021 unless the Act is renewed for the 3rd time. With the emphasis of the New Green Deal with the new crop of Congressmen from the November, 2018 election, there has never been more support for clean alternative energy.



**DR. WONG'S  
CLIENTS SAVE BIG  
ON TAXES  
& ENJOY LIFE!**

# COMBINING SECTION 179 WITH SOLAR TAX CREDITS IS THE MOST POWERFUL TAX STRATEGY YOU CAN USE!

See How This Tax Strategy Benefits These 3 Clients:

**Client #1:** In 2019, a small business owner with \$209,829 of net profit and \$21,067 of interest and dividend income owed \$0 federal income tax. He has excess solar tax credits that can either recover \$35,828 federal tax paid in 2019 or offset \$35,828 federal tax owed in 2020.

**Client #2:** A couple that works high-paid jobs had \$280,000 of gross income. Using Section 179 and solar tax credits, they will owe \$0 federal income tax in 2020 and save about \$50,000 combined federal and state income taxes.

**Client #3:** In 2020, a client couple converted their \$252,720 IRA to a Roth IRA and will have an annual \$22,097 tax-free income for life. Thanks to this tax strategy, they will owe \$0 federal income tax in 2020 on \$300,566 of taxable income.



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## DR. HAROLD WONG

*Dr. Wong earned his Ph.D. in Economics at University of California (Berkeley) and has appeared on over 400 TV/radio programs. For 7 years, he wrote the only column on money for the community section of the AZ Republic, the largest daily newspaper in AZ. He currently writes the monthly financial column for the Ahwatukee Foothills News (Ahwatukee) and the San Tan Sun News (Chandler) in the Phoenix Metro area of AZ.*