



# **ADVISING THE 60+ INVESTOR**

**Tax and Financial  
Planning Strategies**

**DARLENE SMITH, DALE PULLIAM,  
HOLLAND TOLLES**

# Advising The 60 Investor Tax And Financial Planning Strategies

**David Edward Marcinko, Hope Rachel  
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## **Advising The 60 Investor Tax And Financial Planning Strategies:**

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the most of the new tax law while navigating this complex area and shows you how to protect and provide for loved ones for generations to come Please visit our Web site at [www.jklasser.com](http://www.jklasser.com) *Keeping Clients for Life* Karen Caplan

Altfest,2001-07-02 A successful financial planner is someone who does more than just crunch numbers and present an annual investment plan to clients There is a psychological component to effective client care as well as to issues involving clients overall financial well being People skills as well as financial planning skills are necessary to build a successful financial planning business This comprehensive guide teaches both new and veteran financial professionals how to relate to their clients in meaningful ways thus growing their business by increasing the long term retention of those clients Offered here are insights into such issues as how to determine which clients to accept how to propose a plan clients can use how to tread carefully in family situations how to develop sensitivity and communications skills and how to work with the media and recognize the importance of building your business one lasting relationship at a time Karen Caplan Altfest PhD CFP New York NY is Vice President of L J Altfest Co a financial planning and investment management firm She is also the Director of the Financial Planning and Investments Program at the New School *Managing Family Trusts* Rob Rikoon,1999-07-12

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you ll find an invaluable ally to help you guide your clients through the minefield of tax consequences of a wide range of investment vehicles Investment professionals Andrew Westhem and Stewart Weissman reveal the tax traps that can snare the unwary and describe the sophisticated tactics they have developed to elude those traps Written in a clear straightforward style and packed with practical examples *Tax Smart Investing* is an indispensable guide for investment advisors financial planners accountants and attorneys *Practical Tax Strategies* ,2000 **J.K. Lasser Pro New Strategies for College**

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sections J K Lasser Pro New Strategies for College Funding will help you Quantify the college problem for your clients and communicate effectively and motivationally to each of them by using tools such as The College Savings Calculator TM The Financial Aid Test TM and The College Funding Integrator TM as well as spreadsheets that allow you to calculate exactly what clients need to save on a monthly basis Choose the tools you need to implement the plan Coverdell Education Savings Account formerly the Education IRA Qualified Tuition Savings Prepaid Tuition Plans Savings Bonds and much more while balancing income tax strategies financial aid strategies and control of money issues Put the plan together and build in appropriate exit strategies to give your plan the flexibility it needs And this is just a sampling of the expertise this book provides Pick up J K Lasser Pro New Strategies for College Funding and find out how to create and implement a successful college savings plan that is right for each of your clients personal needs and goals Please visit our Web site at [www.jklasser.com](http://www.jklasser.com) Legal, Tax and Accounting Strategies for the Canadian Real Estate Investor Steven Cohen, George Dube, 2010-10-12

Legal Tax and Accounting Strategies for the Canadian Real Estate Investor begins and ends with the premise that buying property in Canada can be a smart safe and successful way to invest your money However like most things in life success requires hard work You need to do your homework understand what you are buying and know the pros and cons of various decisions Most importantly you also need to know how to structure and maintain your investment That s where we come in Experience is a good teacher but its lessons can be nasty and in the real estate business mistakes can cost you big bucks Our goal with this book is to help you do it right the first time Rest assured that this book covers a vast range of topics and you re going to appreciate its breadth and depth if you re wondering about things like whether You should opt for a sole proprietorship versus a partnership or corporate ownership strategy There are things you can do to manage the way HST impacts your real estate investment business You need information about the tax implications of a real estate disposition You can change your bookkeeping system to better meet your needs and those of your accountant Who Are We This book was written by two individuals whose collective experience in helping Canadians make wise property investment decisions spans several decades Steve Cohen is a securities lawyer with a great deal of experience in the real estate sector George Dube is a chartered accountant whose knowledge is based on many years of helping clients with their property buying needs Both Steve and George are real estate investors themselves Working from this foundation we have put together the definitive guide on how to build a successful real estate portfolio in Canada from a legal tax and accounting perspective **Finance**

**India** ,2006 **The ImpactAssets Handbook for Investors** Jed Emerson, 2017-10-03 The ImpactAssets Handbook for Investors offers an introductory overview for investors interested in generating financial returns with the creation of social and environmental impact In addition to discussions of portfolio structure and strategy the handbook offers an overview of due diligence necessary to assess potential investments a discussion of communications and performance measurement issues and other factors key to managing capital for multiple returns While not an answer book The ImpactAssets Handbook

for Investors with contributions from some of the field's leading experts in impact investing offers practical insights and presents critical questions every investor should consider in creating an investment strategy and executing the deployment of investment capital      **Black Enterprise** ,2000-10 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance      **Black Enterprise** ,1989-12 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance      **Career Guide to Industries** ,2004



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