



WEALTH MANAGEMENT
ACCOUNTING

ONE TEAM, ONE SOLUTION

Offering Choices Others Don't

TABLE OF CONTENTS

Letter From Our Founder	1
About Us	2
Our Team	4
Tax Planning	6
Investment Management	8
Asset Protection	9
Estate Planning	10
Survivor Assistance	12
Charitable Giving	13
Medicaid Spend Down	14
IRA Rescue	16
IRS Rescue	17
The Masterplan	19
Trusted Resources	21



LETTER FROM OUR FOUNDER

Dennis Runkle - Wealth Management Accounting

When you started working, you may have consulted with someone to determine which retirement plan options were available to you, and how and what to invest. When children entered the picture, you may have had an attorney draft wills and trusts. You may also have met an insurance salesperson and bought some life insurance. Down the line, you invested in stocks, bonds, or financial products outside of your retirement plan. Maybe you hired a CPA, who, when asked, gave you the best advice they could.

Each of these decisions would have made sense at the time, but they were not part of an integrated plan. The sum of the individual parts did not add up to something greater than the whole. This disconnected process doesn't capitalize on opportunities to maximize tax savings and optimize investments.

Multiple providers, multiple strategies, no integration. If this sounds familiar, don't blame yourself; join the crowd. But it doesn't have to be that way.

When you choose to work with us, we commit to analyzing all aspects of your financial and personal situation. We, and our partners, work closely together to develop a specific Masterplan, just for you. We will provide you with a fully integrated solution combining the four pillars of our Tax Planning, Asset Protection, Estate Planning, and Investment Management strategies to determine the best course of action, given your specific circumstances. Due to our uniquely structured team of resources, we are able to offer choices other providers don't.

Welcome to Wealth Management Accounting...

we're glad you're here.

ABOUT US

Get to know Wealth Management Accounting

Our Vision:

To be the last Financial Advisor, Accountant, and Tax Preparer our clients will ever need.

Our Goal :

To ensure our clients enjoy their lives more and worry about their money less. Wealth Management Accounting is created to partner with our Clients. As a partner, we address aspect of your Wealth Accumulation plan, relieving you of the everyday burden of matters ranging from financial housekeeping and Tax reduction strategies, to high-level financial analysis and Estate planning.

“If we command our wealth,

we shall be rich and free.

If our wealth commands us,

we are poor indeed”.

(Edmund Burke, Irish Statesman and Philosopher,

1729-1797)



Our Team

The men and women behind our cutting edge strategy



Wealth Management Accounting (WMA) is more than just accounting. Over the last 20+ years, we have assembled a superstar team of trusted resources that work together daily to take care of our clients.

This team is committed to improving clients' lives by providing individualized tax reduction planning strategies that align with the client's needs for Estate Planning, Asset Protection, and Investment Management. WMA provides choices not traditionally offered through other resources. We pledge to deliver a cohesive financial plan that is 100% in our clients' best interest.

You have worked hard to get where you are, and your time is important. We pledge to be there when you have a need.

What does that mean?

As a Wealth Management Accounting Client, when you are troubled or have any question that involves finances, we will be available for you. You will have priority positioning to promptly address your essential needs, questions, and requests with a prompt response via email or phone. Should you request a face-to-face appointment on short notice, we will do everything we can to accommodate your wishes.

The Power of Listening

The WMA Team plays several roles: Accountant, CPA, Bookkeeper, Investment Manager, Stockbroker, and incorporating tax advice from your attorney or ours. All collaborating and communicating for the benefit of our clients.

But the key trait that makes the WMA Team unique is that we are outstanding listeners. Every Team Member understands how vital it is to take time to sit down with each client, discovering their concerns, hopes, dreams, and goals.



Our focus is on devising and implementing a plan to create and preserve wealth that will endure the changing markets. As your circumstances change in life, your financial planning needs will change too.

Why do you need Wealth Management Accounting? Because most clients do not have the time, or are unaware of the options available to them, to establish a clear plan to manage their wealth.

Wealth Management Accounting is a full suite of professionals, working together to address every aspect of your individualized plan to create and preserve Wealth. We look forward to customizing your personal experience and delivering exceptional service that exceeds your expectations.



OUR SERVICES

Tax Preparation and Tax Planning

Integration of investment and tax planning within your overall financial plan is imperative to creating, preserving, and retaining wealth. By tailoring multi-year strategies, we can ensure that not only do you retain more of your asset base, but also increase your net worth. This enables your wealth and your net worth to grow at an accelerated rate.

Wealth Management Accounting has proven to produce superior results through the years.

Our tax preparation team offers an array of knowledge and opportunities to pro-actively manage your investments and financial affairs in a tax-efficient fashion.

Tax planning is a must to ensure we meet your financial goals.

It is important to have a plan in place that addresses taxes — particularly if most of your assets are in tax qualified accounts. The fact is taxes can have a significant impact on your investment returns at any stage of your investing life.

To save on Taxes in the future will require diversifying your Tax liability today.

Tax diversifying your investment accounts will enable our Team to control your taxable income in the future. **Our system enables flexibility on how much you withdraw and from which investment account.**

Having a clear well thought out Tax diversity plan allows our clients to create wealth through strategic tax management.

Our GOAL is to reduce your taxes to the very least amount required by the IRS.



The WMA Team firmly believes and applies the quote below to every Client.

“Millionaires know that the more they spend, the more income they must realize. The more they realize, the more they must allocate for income taxes. So . . . adhere to an important rule: To build wealth, minimize your realized (taxable) income and maximize your unrealized income (wealth/capital appreciation without a cash flow).”

(Thomas J Stanley PhD, The Next Millionaire Next Door)

Our team is committed not only to a tax plan that revolves around paying tax on the amount of income you need to sustain your lifestyle but also planning for tax liabilities that we know will be appearing in the future. Seems too good to be true, but is easily accomplished when a team of experts is committed to helping clients increase wealth.



Investment Management

We want your money to grow as much as possible with the least possible tax implications.

At each stage of what we have termed your “wealth lifecycle,” we will ensure your money is invested in appropriate products and with a comfortable risk ratio that makes sense for you.

Using the WMA strategy, we have managed to create sustainable returns on investments that are immune to market volatility and uncertainty. We will ensure you are aware and in 100% agreement with every investment made on your behalf.

By using our full WMA strategy, you will have more money to invest and more growth in wealth over the long-term than with a traditional approach.

*“Money makes Money. And the Money
that makes Money, makes more money” (Benjamin Franklin)*

"Show me how to grow my revenue and my wealth."

"Show me how to improve my profitability."

"Show me how to understand and free up my cash flow."

"Show me how to protect my assets for future generations."

"Show me how to minimize tax."

"Help me with succession planning or with the sale of my business."

"Help me to structure my business so I can leave a legacy."

These are just a few of the concerns we address with our WMA strategy.

The Family Limited Liability Company

Most states adopted laws allowing the creation of limited liability companies in the 1980s; however, it wasn't until the IRS signaled their acceptance and courts confirmed their asset protection benefits, that the use of *family limited liability companies (FLLCs)* in place of family limited partnerships (FLPs) has become common, if not the norm.

While the benefits achieved by FLLC planning are the same as with FLP planning, FLLCs often require only nominal state filing fees compared to FLPs. Additionally, rather than requiring a general partner to serve and accept potentially unlimited liability for partnership liabilities, an LLC has no general partner. Instead, the LLC is typically managed by a designated manager who accepts no personal liability for LLC liabilities. As a result, the FLLC is the preferred entity of choice.

Asset Protection

WMA is about all the pieces fitting together to ensure a plan that meets your specific goals and circumstances. Our team takes all aspects of your life into consideration in helping you to protect the wealth you have worked so hard to create.

Ask us about setting up a Family LLC to help protect your assets.

*Excerpts above taken from (“**Family Limited Partnerships and Family Limited Liability Companies**”) October 21, 2014, by [dtiadmi](#)*



**At WMA we will assist you every step
of the way, to create an ESTATE
PLAN that meets your needs and
makes sense for your legacy.**

Estate Planning

“In 1953, Sam and Helen Walton put what little they had into a family partnership that included their four children. They called their partnership “Walton Enterprises.” From this partnership, the well-known chain store, Walmart, evolved. Eventually, the partnership assets grew and included real estate, banks, and a newspaper. In 1985, the Walton family’s wealth was estimated to be \$20 to \$25 billion. But when Sam Walton died in 1992, he owned only a 10 percent interest in Walton Enterprises. He had used a family partnership to transfer assets that grew to over **\$18 billion** to other family members without gift or estate tax. To Sam Walton, the gift of a business opportunity to a loved one was much more valuable than a gift of cash. With a flat rate of 55 percent at the time of Sam Walton’s death, this advanced planning saved approximately **\$10 billion** in estate taxes.”

Family Limited Partnerships and Family Limited Liability

<http://disinherittheirs.com/family-limited-partnerships-family-limited-liability-companies/>

***“True wealth is not measured in money
or status or power. It is measured in the legacy we leave
behind for those we love and those we inspire.”
(Cesar Chavez, Co-founder of National Farm Workers Association)***

Far too often, we see clients come to us with a Limited Liability Company or Family Limited Partnership but have absolutely no idea how to put them to good use. They bought a sales pitch from a smart salesperson, but that smart salesperson had no idea of tax laws, tax structuring, or the documentation needed to effectively use these awesome tools.

A properly prepared Wealth Management Accounting plan will segregate assets in such a way as to achieve the maximum in asset protection, estate planning, tax planning, IRA Rescue, and Medicaid Spend down. It does not make sense to do one without the others.



You'll do yourself a favor when you take advantage of the fully integrated package of the WMA plan. Done properly, it will not only allow you to have a great asset protection plan but allow you to avoid probate, and lower your income and estate taxes, which is critical to retaining your wealth for the next generation, a worthy goal for all of us.

Survivor Assistance

An important service we provide at WMA, that can go unappreciated until needed, is our Survivor Assistance.

The loss of a spouse or family member can be one of the most traumatic and difficult experiences of your life.

We have found that one of the first phone calls made by our clients who experience a family loss is to us.



At WMA, we have a process in place to assist you in making financial transitions and decisions as simple as possible, whether you are our client or the family member of a client.

We understand your pain and loss, knowing that you will need answers as soon as possible.

Our team will provide aid that quickly and easily outlines immediate action steps, as well as timelines for tasks that can be dealt with later. Please remember that our team includes your Accountant, Financial Advisor, and qualified staff that know your family and finances in this time of need.

What a relief to know you have a team ready to assist you when the unthinkable happens. We have already asked the tough questions about the **what-ifs**. We have prepared for an unexpected death, disability, or forced retirement as part of our planning. Helping our clients manage their emotions during times of stress is one of our most significant advantages. From day one, our planning helps clients make financial decisions in an ordered, rational fashion, rather than putting them in a position to emotionally react to negative news.

“Finance is not merely about making money.

It’s about achieving our deep goals and protecting

the fruits of our labor. It’s about stewardship and,

therefore, about achieving the good society”.

(Robert J. Shiller. Nobel Laureate in 2013)

Did you know it's possible to give away **some** of your wealth now and end up with **more** later?

Many WMA clients are charitable-minded. As part of the WMA strategy, we help clients through a process of identifying what amount of income is enough, how much they want to leave to their families, and how much to leave to charity.

There is an age-old principle of 'give, and you shall receive.' And there are many benefits to giving; stress reduction, life satisfaction, and increased overall happiness.

Knowing you've helped someone in need can be one of the greatest of life's rewards. But did you know charitable giving now can actually increase the value of the legacy you leave to your family later?

The tools we use to help you plan your legacy encourage giving to charity for immediate and long-term benefit for both you and the charity of your choice.

We will work with your interests and priorities to determine the best course of action. Whether it is to a local church, a university, or an international organization, we will help you plan your legacy.

Let us show you how.

Charitable Giving

*I have found that among its other benefits,
giving liberates the soul of the giver.*

(Maya Angelou, Civil Rights Activist)



Medicaid Spend Down

What is Medicaid Spend Down?

To be eligible for Medicaid long-term care (at home or in a nursing home), an applicant must have income and assets valued at less than a certain threshold. If the applicant's income or countable assets exceed the threshold in their state, it is possible to become eligible by reducing one's income or assets to the point where they will become eligible. This is known as Medicaid Spend Down. However, there are many Medicaid spend down rules about how one can legally spend down their financial resources, such as rules against gifting. If these rules are violated, the applicant will be denied Medicaid.

The financial advisory field, for the most part, is full of talented professionals who do a great job of managing their clients' portfolios.

However, developing strong, tax-smart strategies, combined with asset protection, IRA Rescue, Medicaid Spend Down, and Estate Planning is a different story.

We help you develop a comprehensive plan now to avoid Medicaid issues in the future.

Our WMA advisors assist clients in achieving their dreams while preparing for the unknown or unexpected. We must keep our clients focused on their goals, even as short-term objectives may change or life throws a curve.

Our priority is to help clients make the right decisions, avoid destructive behaviors, and develop good habits.



*“Success isn’t measured by money or power or social rank.
Success is measured by your discipline and inner
peace.” (Mike Ditka)*

IRA Rescue



What is IRA Rescue?

You've probably been advised your whole life that you should have an IRA in order to save for retirement. And yes, IRAs can be excellent vehicles for putting away funds for the years beyond work. However, to avoid Medicaid spend down, at some point, you will want to have the least amount of assets in your own name as possible.

The IRA rescue works in conjunction with your Estate and Asset Protection Plans to help you reduce the funds visible to Medicaid, for Nursing Home Costs, should the need arise.

At Wealth Management Accounting, we will advise you on the best method to transfer funds out of your IRA while reducing tax liability and protecting your assets from future Medicaid issues.

Protection of your wealth is our number one priority, and we implement several strategies based on your specific situation. Our experienced financial planners have worked to develop the most efficient methods.



Tax Representation

- IRS Rescue

What is IRS Rescue?

Every year millions of people and businesses under-report or under-pay their Federal and State taxes. The IRS reports that it is trying to collect on over \$100 billion of back taxes. Whether your tax issues stem from an audit, unexpected emergencies, or simply failing to make required payments the IRS will use all the enforcement powers at its disposal to secure repayment of the amount owed. Some states can be even worse than the IRS when it comes to collection of back taxes.

The WMA team includes Enrolled Agents and Attorneys with substantial experience representing clients before state and federal taxing authorities. If you or your business has any issues with tax collections, we can help. Our representatives have saved clients millions of dollars in taxes. Just as importantly, they take a holistic team-oriented approach that incorporates our advisors, accountants and the client's goals to ensure not only the best resolution of the tax issues, but also the best overall resolution to meet the needs of each client.

What to expect

Annual Review with Accountant and Financial Planner

Careful planning is essential in all economic climates. That's why taking the time to do an annual review of your investments and other financial matters makes smart sense.

Once your goals are clarified and you have a written plan, we check in annually to ensure you remain on track to achieve your hopes and dreams. We review new strategies to help defer, reduce, or more efficiently manage taxes on your investments. While we are looking at your accounts and holdings, we also take care of "housekeeping" items, such as beneficiary changes. The upkeep of these "housekeeping" tasks is essential not only for investments but also your estate plan, which can have severe consequences if neglected.

Every Client wants to protect their Wealth and Income, so it is wise to evaluate your family's total insurance needs annually. We make sure you still have the right amount and type of insurance to cover unforeseen circumstances that can derail your financial plan. This process incorporates the latest estate and tax law strategies and confirms that key individuals know where to find relevant documents and information. This overwhelming task becomes more manageable with the combined collaboration of our trusted resources.

Quarterly Meetings

In addition to an annual review where your overall financial situation and strategies are reviewed, optional quarterly meetings with your planner are also available.

Additional face-to-face meetings may be needed to discuss goal tracking, asset allocation, family and asset protection, tax planning, and whatever topics are top-of-mind and pertinent to you to help provide assurance.

At your request, your planner will collaborate with our CPA, estate planning attorney, etc., to strategize your financial life and ensure coordination of your financial affairs.



THE MASTERPLAN

Your Masterplan contains many moving parts:

- ⇒ Investment growth
- ⇒ Tax efficiency planning
- ⇒ Qualified money ratio
- ⇒ Estate Planning
- ⇒ Asset Protection
- ⇒ IRA Rescue (Qualified Fund Reduction)
- ⇒ Medicaid Spend-down
- ⇒ Charitable Giving

WMA will be vigilant in managing the entire Masterplan for you, through actively monitoring all the pieces and ensuring the highest efficiency and greatest accumulation of wealth possible.



The team at WMA brings a process-oriented approach to clients' financial plans. We help shape clients' behavior through coaching and educational material.

We conduct systematic annual reviews of your strategy, analyzing tax liability, investment growth, risk ratios, and qualified/non-qualified balance.

Our team will sit down with you to determine what specific services you need and then create a fixed price agreement. This way, you know exactly how much it will cost you to avail of our services, with no surprises. We want to ensure you have peace of mind in knowing exactly what to expect.

SAMPLE FIXED PRICE SERVICE PACKAGE

WMA Package	WMA Business Package
<ul style="list-style-type: none"> • (1) 1040 <u>Simple</u> Tax Return Preparation (includes: Schedule A, Schedule B, and One State) • Family LLC <ul style="list-style-type: none"> 1065 Tax Return Preparation K-1 Forms Funding FLLC Limited Bookkeeping for FLLC Medicaid Spend Down IRA Rescue Survivor Assistance Asset Protection 	<ul style="list-style-type: none"> • 1040 <u>Complex</u> Tax Return Preparation (Schedule A, Schedule B, and One State) • (1) 1120 OR 1120s OR 1065 Business Tax Return Preparation • Family LLC <ul style="list-style-type: none"> 1065 Tax Return Preparation K-1 Forms Funding FLLC Limited Bookkeeping for FLLC Medicaid Spend Down IRA Rescue Survivor Assistance Asset Protection
<p>Additional accounting services available, pricing available upon request:</p> <ul style="list-style-type: none"> • Schedule D (Capital Gains and Dividends) • Schedule E (Rentals) • Schedule F (Real Estate) • 1120 Tax Return Preparation • 1065 Tax Return Preparation • 1120S Tax Return Preparation • Additional Bookkeeping <p><i>A consultation is recommended for an estimate for additional services.</i></p>	<p>Additional accounting services available, pricing available upon request:</p> <ul style="list-style-type: none"> • Schedule C (Business) • Schedule D (Capital Gains and Dividends) • Schedule E (Rentals) • Schedule F (Real Estate) • Bookkeeping • Payroll • Additional 1065 Tax Return Preparation • Additional 1120 Tax Return Preparation • Additional 1120S Tax Return Preparation
<p>WITHOUT ADDITIONAL SERVICES Flat rate ANNUAL fee (CC on file) MONTHLY payment plan (Automatic Monthly ACH Transfer)</p>	<p>WITHOUT ADDITIONAL SERVICES Flat Rate Annual Fee (depending on consultation)</p>
	<p>Additional business entities can be created upon request for a one time fee. <i>Tax Return Preparation for additional entities or individual's will be an additional fee.</i></p>
<p>One Time Fee to set up Family LLC and prepare legal documents</p>	<p>One Time Fee to setup Family LLC and prepare legal documents</p>
<p>Additional services can be priced upon request</p>	<p>Additional services can be priced upon request</p>

TRUSTED RESOURCES

•ProTax

Accounting Firm, Fort Wayne, IN

•ProDocs LLC

Document Preparation, Fort Wayne, IN

•D.R. Financial Group Inc

Financial Advisors/Safe Investments, Fort Wayne, IN

•Reynolds Wealth Management

Risk Investment Management, Fort Wayne, IN

•The Retirement Solution

Retirement Planning, Redmond, WA

•Emerge 180

Accounting Firm, Tampa, FL



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