

## TAX SAVINGS CASE STUDY

How a high-earning business owner can optimize her retirement plan to reduce her tax bill by over \$100k per year<sup>1</sup>

### Total Annual Tax Savings

**\$111,000** per year

#### AT A GLANCE

##### Situation

- 60 year old doctor
- Owns a practice with eight employees
- Practice has a Safe Harbor 401(k)
- Looking to accelerate retirement savings while reducing her tax bill

##### Possible Benefits

- Reduced annual tax bill by \$111,000
- Increased retirement savings from \$26,000 per year to \$330,500 per year
- Opportunity to retire earlier than expected

#### CHALLENGE

Consider a 60 year old doctor who for thirty years has worked hard to build her practice into a thriving business. Her practice has eight employees and a Safe Harbor 401(k) plan.

The challenge is that the doctor is getting crushed by the tax burden that comes along with her success. She writes large checks to pay her tax bills every year — both for the business and personally.

Furthermore, she spent the first part of her career going to medical school, paying off student loans and injecting capital into her growing business. As a result, she didn't start saving for her retirement until her 40s, which has put her behind where she'd like to be for retirement savings. She hopes to be able to retire in the next 10 years, but fears she won't be able to save enough in her 401(k) plan, especially with her growing tax burden.

<sup>1</sup>This is based on a 60 year old business owner putting away \$19,500 in individual contribution, \$6,500 as a catch-up contribution, \$38,500 as Profit Sharing, and \$266,000 as Cash Balance per 2021 contribution limits.

<sup>2</sup>Assumes a corporate tax rate of 33% and a personal tax rate of 40%.

Investing in securities involves the risk of loss. Past performance is no guarantee of future results. Intended for use by employers considering or sponsoring retirement plans; not for personal use by plan participants.

## OBJECTIVE

The doctor sponsors a Safe Harbor 401(k) plan, which she and her employees participate in. The Safe Harbor component allows the doctor to put away \$26,000 per year into the plan on a tax-deferred basis, while still passing compliance testing. However, this isn't enough to put her on track to retire comfortably in the next 10 years.

### The doctor's objectives in the near-term are to:

1. Substantially reduce her annual tax liability
2. Save enough to be able to retire in the next ten years

## SOLUTION

She consults with Fisher Investments to help her evaluate additional options to optimize the retirement plan. This includes adding two additional components to the retirement program.

1. [New Comparability Profit-Sharing Plan](#)
2. [Cash Balance strategy](#)

Both of these programs have a significant impact on the doctor's ability to save. Whereas, she could previously only contribute \$26,000 annually towards her retirement, the Profit-Sharing Plan allows her to put away an additional \$38,500 per year as a tax-deferred employer contribution. By adding the Cash Balance Plan, she can contribute an additional \$266,000 of tax-deferred business profits toward her retirement savings each year.

Her total allowable contribution jumps from \$26,000 to a whopping \$330,500 per year.<sup>3</sup>

As a result she reduces her tax bill by \$111,000 per year<sup>4</sup> and uses money that otherwise would've gone toward taxes to fund one-third of her annual retirement contribution. The combination of tax savings and accelerated retirement savings puts her on track to retire comfortably.

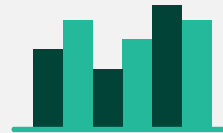


**\$111K**

Total annual  
tax savings

**\$2M**

In retirement savings  
over 6 years



## RESULTS

- **Reduces tax liability**  
The doctor reduces her annual tax liability by \$111,000 per year!
- **Pays Herself Rather Than the IRS**  
The doctor is able to put \$111,000 per year in her retirement account instead of giving it to the IRS.
- **Comfortable Retirement**  
She increases her annual retirement savings from \$26,000 per year to \$330,500 per year, putting her on track to retire comfortably.
- **Early Retirement**  
She can now save nearly \$2 million over the next six years, putting her on track to retire comfortably and ahead of schedule.

<sup>3</sup>Cash Balance Plans come with some risks. They are complex, and can be inflexible and expensive. Consult with a professional to determine if a Cash Balance Plan makes sense for your business. The 3-layer cake strategy isn't a good fit for every business. Consult with a professional to determine if all, or some parts of this strategy are a good fit for your business.

<sup>4</sup>Assumes a corporate tax rate of 33% and a personal tax rate of 40%.

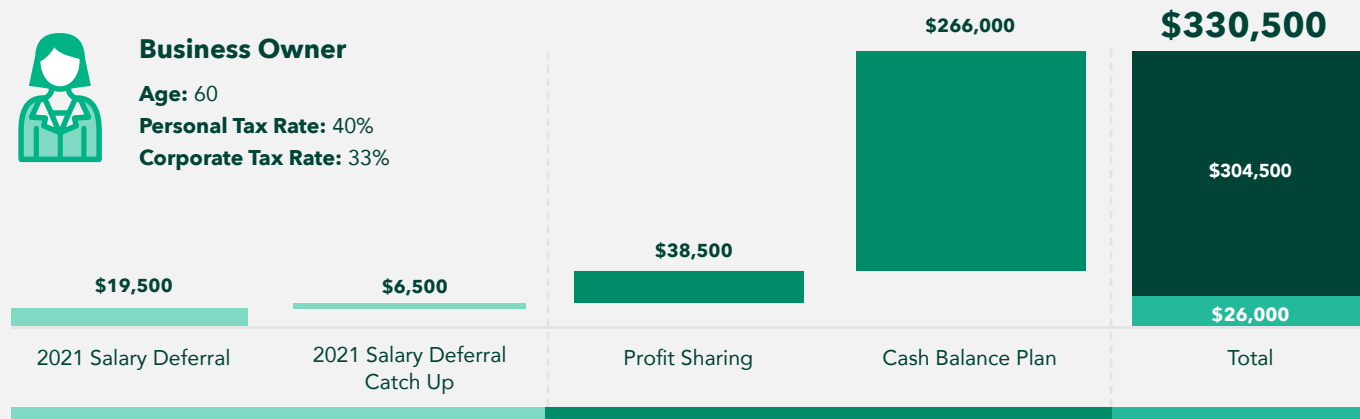


## Business Owner

Age: 60

Personal Tax Rate: 40%

Corporate Tax Rate: 33%



### Deferred from personal taxes

**\$10,500**

Annual personal tax savings<sup>5</sup>



### Deferred from business taxes

**\$100,500**

Annual business tax savings<sup>5</sup>



**\$111,000**

Total annual tax savings

<sup>5</sup>Savings are tax-deferred until withdrawn in retirement.

## ARE YOU A FIT FOR A CASH BALANCE PLAN?

	Better Fit	Poorer Fit
How much would the owner like to defer?	>\$64.5K	<\$64.5K
What is the owner's income?	>\$200K	<\$200K
Is company revenue stable enough to fund the plan for 3 years?	Yes	No
What is the owner: employee ratio?	< 1:15	> 1:15

## CASH BALANCE BENEFITS AND RISKS

### Benefits

- Can enable high earning business owners to save up to \$407,500 annually tax-deferred
- Can substantially reduce tax liability for the owner and the business by deferring significant amount of taxable income each year

### Risks

- Can be expensive to maintain
- Can be complex
- Investments are trustee-directed, and annual return is guaranteed by the employer
- Annual contribution is required and works best for business with steady revenue

## HELPFUL RESOURCES



### Profit Sharing Case Study

Check out this case study and find out how one business reduced their tax bill by over \$20K with a profit sharing component.



### Tax Mitigation Guide

What you need to know about leveraging your company's 401(k) plan for huge tax savings.



### Wealth Creation Guide

Retire quickly and comfortably... two goals every business owner shoots for. Find actionable tips on how to do just that.

Give us fifteen minutes and we'll consult on an actionable plan to optimize your retirement program for tax savings. Some owners may be able to reduce their tax bill by more than \$100,000 per year.<sup>1</sup>

**CONTACT US**