



STANISLAWSKI & COMPANY, INC.
A Certified Public Accounting and Business Consulting Firm

July - August 2013

RE: The Importance of a GREAT Financial Advisor

Dear Friends of Stanislawski and Company, Inc.:

We hope you've been enjoying your summer, and have taken some well-deserved time-off. We've heard about some of the exciting places you've travelled to, and we look forward to hearing more stories.

As many of you know, Stanislawski & Company takes a holistic approach to your financial well-being. We take this approach because our motto is "the better you do... the better we do." Our holistic approach involves you having an experienced team of professionals working together. One member of this team is your financial advisor and in this newsletter we want to emphasize the importance of having a great financial advisor.

We work with many great and experienced financial advisors with diverse backgrounds which allow them to provide our clients with very sophisticated planning. One financial advisor asked us some very advanced tax questions on behalf of his client which turned out to save the client thousands of dollars in missed tax refunds (needless to say that the financial advisor's client then became our client). In another case, the financial advisor thought that something seemed wrong on his client's tax return and asked us to look at it. Upon our review of the tax return, we discovered the prior tax preparer missed "stepping-up" the depreciable basis on the property which kept the depreciation expense at a nominal amount. When we corrected (stepped-up) the basis on the property, there was a new and significantly larger depreciation expense for the property. If the financial advisor wasn't as thorough in checking his client's tax returns and hadn't asked us to double check it, then this client would have been overpaying thousands of dollars in unnecessary taxes for the next 27 years! Now that's teamwork!

Another extremely important action you can do for your "team" is to make sure your financial advisor has the cost basis of all stocks that you've purchased over the years. As the years go by and we purchase stocks through various means and as financial advisors pass away or retire, and records are misplaced, then the cost basis can be "lost." However, you can work with your financial advisor to make sure he or she has all the stock basis and details, and then when you go to sell the stocks, your financial advisor can provide that information to us which can save you money by significantly reducing our tax preparation fees.

It's also important for you to work with your financial advisor regarding possible changes in your stock basis. Again, as time passes, and stocks are transferred between spouses, trusts, estates and beneficiaries then the basis of your stocks can change (for example a step-up in basis due to a death). Some of the great financial advisors that we work with can assist you in resetting your portfolio records with the new stepped-up stock basis.

We work with our clients' and their financial advisors in tax planning – helping our mutual clients to determine their next best play. This might include contributing to a nondeductible IRA, Roth IRA, traditional IRA, or starting a retirement plan for your business, or investing in tax free municipal bonds versus other types of securities.

Your winning team includes a great financial advisor, and we hope the above information helps you strategize the next best move for your team. Our goal is for you to achieve personal and business success. Also, please feel free to share this information with your family, friends or associates. If you have any questions please feel free to contact us. We look forward to hearing from you.

Sincerely,


Charles G. Stanislawski, M.B.T., C.P.A.