



## 5 TAX REDUCTION STRATEGIES SAVVY ATTORNEYS ARE USING TODAY (You Can Too!)

➔ **BONUS:** Learn how you can stop the losses and implement these strategies NOW for maximum savings!



Christina Lael, CPA, JD  
CEO & Founder, Lael Tax, LLC  
[www.LaelTax.com](http://www.LaelTax.com)

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# Just A Few Of Our Satisfied Clients



And Hundreds More Enjoying Thousands In Tax Savings Every Year!



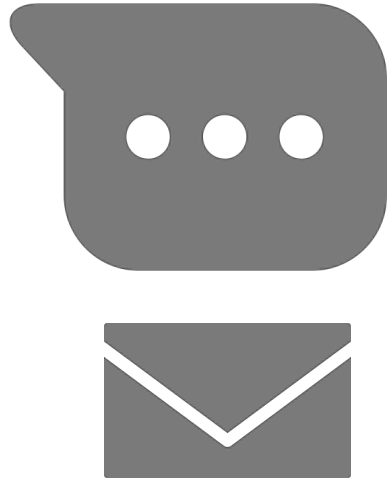
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# Chat With Us During The Event



*Type your question for the Q&A  
session at end of event*

# California CLE Approved Event For Attorneys

If you are in attendance and looking to receive California CLE credit, please review the following:

- You will only receive California CLE credit hours
- You must attend our entire event today
- You must complete the CLE Credit Request form via the link we provide (in the chat) near the end of this event.

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# Disclaimer

- The following program is intended to communicate our best practices used in legal tax planning.
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- None of these documents are or should be construed as legal or tax advice with respect to any particular facts or circumstances.

# Introduction:

*“Create financial freedom that you and your family deserve. We legally reduce your taxes from paying an unfair amount to a fair amount.”*

Who is Christina Lael,  
CPA, Esq.?

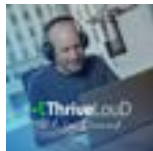
A tax superhero helping save entrepreneurs and business owners money on their taxes for over 10 years!



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# About Christina:

- ➡ *Received CPA License in 2002*
- ➡ *Graduated the Nashville School Of Law*
- ➡ *Admitted to the Tennessee Bar Association in 2011*
- ➡ *Worked in the Tax Department at a Fortune 500 company for 10 years*
- ➡ *Started her own company to pursue her passion of helping clients achieve tax savings*
- ➡ *One of 60 Tax Coaches certified by the American Institute of Certified Tax Planners™*
- ➡ *Co-author of “Thinking Outside The Tax Box” available on Amazon*



And  
More!



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# I specialize in helping attorneys save money in taxes



*“I am a CPA and Tax Attorney who focuses on tax planning for attorneys.*

*The tax code is thousands of pages long, so I’ve spent thousands of hours studying it and determining the most effective tax-saving strategies with the lowest risk of an audit.”*

- Most attorneys don’t spend a single hour on tax planning.
- Even if they have a very successful year, taxes can kill 20-50% of their profits.



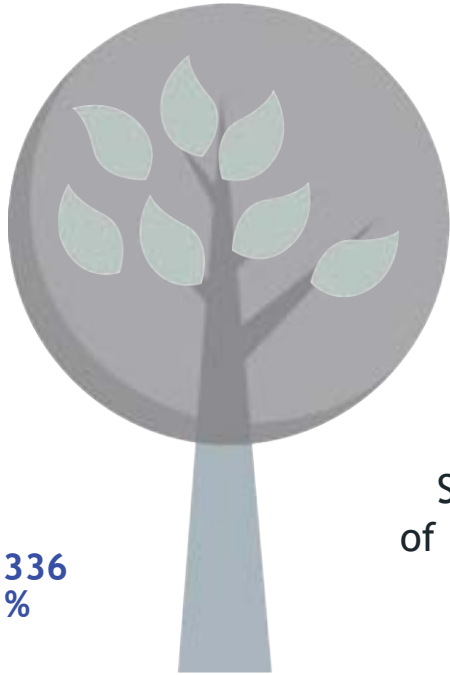


# Why doesn't my CPA or Accountant know all of this?

- They are NOT attorneys who study the tax code and the tax court cases.
- Most CPAs and Accountants offer several types of services and enter your numbers into a tax software that will spit out a return that the IRS is more than happy to accept.

Other  
CPA's  
TOTAL INCOME: \$ 300,000

TOTAL INCOME: \$ 300,000




\$60,336  
21%

 = basic deduction



Savings  
of \$27,778

\$32,558  
11%

 = tax savings strategy



# Tax Saving Strategies:



- **Entity Structure**
  - The best way to set up your company to reduce your taxes, even if it has already been established
- **Home Rental**
  - The one secret way to correctly rent your home out to your business for maximum tax savings
- **Family Management Company**
  - Why the wealthiest people in America all have one and how it can save you money in taxes
- **Hiring Children**
  - The one secret way to hire children of any age to save money in taxes
- **Medical Expense Reimbursement Plan**
  - Save even more in taxes by deducting medical expenses
- **Accountable Plan for Reimbursements**
  - Maximize tax savings with other deductible expenses



= basic deduction



= tax savings strategy





# Entity

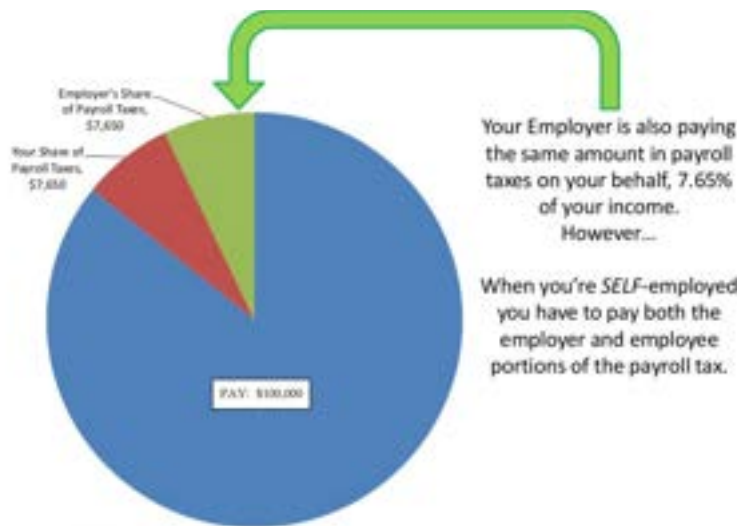
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# Self Employment Taxes



- 15.3% ( $7.65\% \times 2$ ) or \$22,491 of taxes up to \$147,000 for 2022
- 3% on all income over \$147,000.
- This is IN ADDITION TO your ordinary income taxes.
- What you pay since your business is taxed as a partnership (form 1065) or files a Schedule C

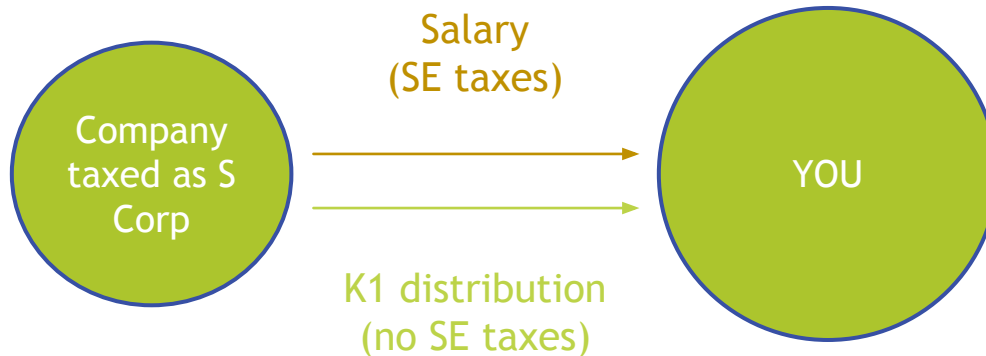
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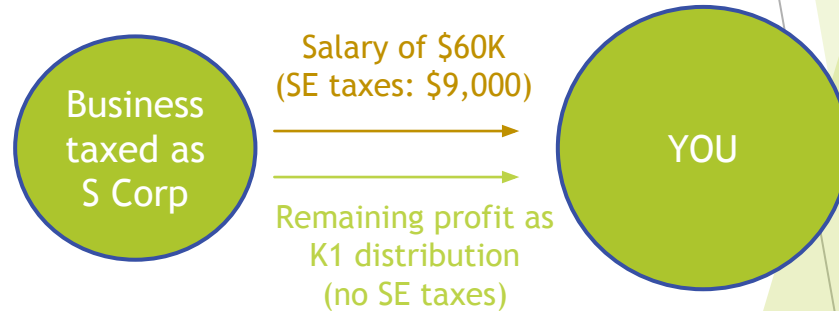
# Self Employment Taxes and S Corporation

- The total self employment tax rate is **15.3%** ( $7.65\% * 2$ ) or \$22,491 of taxes up to \$147,000 for 2022 and **3%** on all income over \$147,000. This is **IN ADDITION TO** your ordinary income taxes.
- S Corporation can reduce self employment taxes with a low salary determined by
  - Reasonable Compensation Survey AND
  - Net profit



# Create entity (if necessary) and elect to tax company as S Corp

- If necessary, create an entity in your state if you do not already have one. Elect to tax your entity as an S Corp.
- Reasonable salary survey
  - Your proficiency is completely subjective. Rate yourself low to lower your salary since you have many other tasks.



**Projected Tax Savings with \$60K salary: \$12,658**

<https://www.irs.gov/businesses/small-businesses-self-employed/s-corporations>



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# Home Rental



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# Home Rental



- You do not need to report income if you rent your home for 14 days or less.
- Rent out your home to your business FOR 14 days
- We will show you how to easily document and substantiate the most amount of rent.
- Rent your home to your company for \$2,000/day for 14 days = \$28,000
- Deduct as RENTAL EXPENSE.
- **We will provide a rental contract, invoice and how to properly substantiate the rental amount, easily record the 14 days, and show you how to report this in your tax return.**

**Projected Tax Savings: \$5,376**

*Internal Revenue Code §280A(g)*



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# Family Management Company



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# Family Management Company (FMC)

- Used for:
  - Medical Expense Reimbursement plan (MERP)
  - Hiring Children
- Create an LLC for you as a Family Management Company.
  - Wholly owned by active participant
  - House consulting work that you are already doing



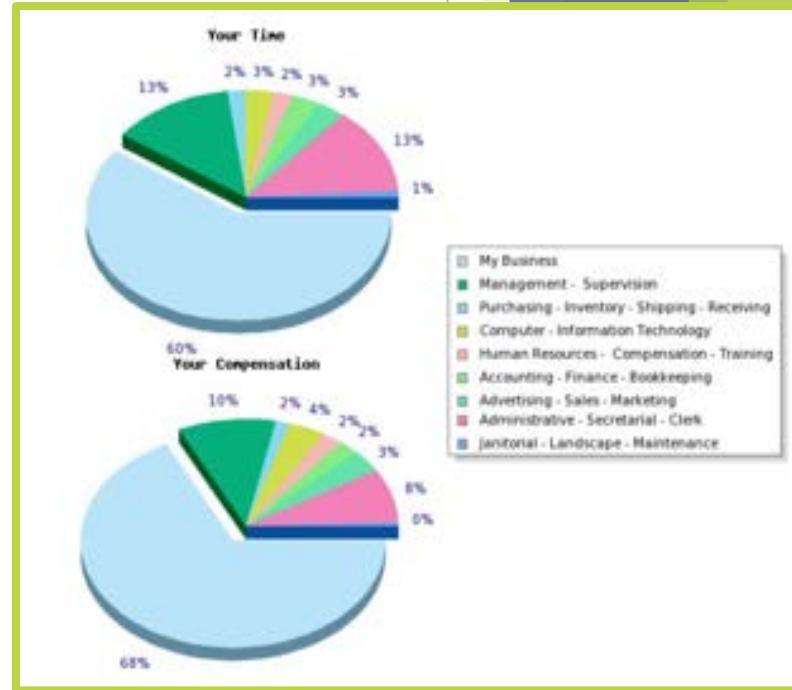
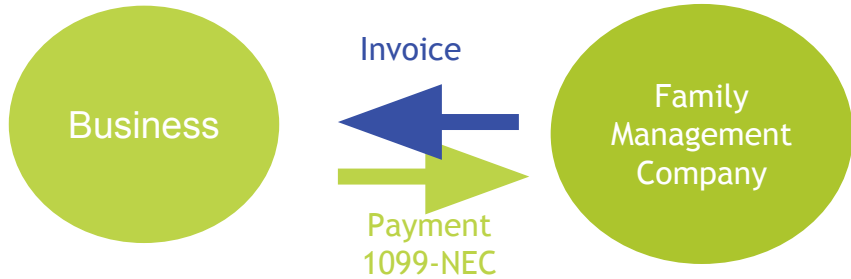
*Internal Revenue Code §704(e)*



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# Family Management Company (FMC)

- Bill business for management services
  - Transfer money to cover expenses on next slides
- Income will be eliminated by expenses on the following slides.
- We will show you:
  - How to file 1099-NEC easily
  - Create Formation docs: Operating Agreement and Consulting contract.





# Hiring Children

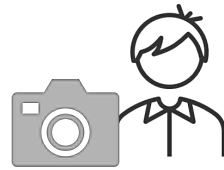
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# Hiring Children: if under 18



- Hire your children via Family Management Company
- We will show you the absolute easiest way to do this and to pay them the most money. We will create the employment contract(s).
- If paid \$12,500 or less the child does not pay taxes and files no return.
  - Use to pay for babysitters, daycare, education, travel and extracurricular activities. Save for college/car or contribute to Roth IRA

**Estimated Tax Savings per year with 2 children: \$4,800**



*Reg. § 31.3121(b)(3)-1*



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# Hiring Children in College



- Hire your children who is in college.
  - We will show you the absolute easiest way to do this and to pay them the most money. We will create the employment contract(s).
- Pay them what their education costs
- Pay them as a contract worker by writing them a check. They will pay for their own educational expenses.
  - MUCH Lower tax rate
  - His/her taxes will be reduced by **education credits that you don't get!**



*Reg. Section 31.3121(b)(3)-1*



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# Medical Expense Reimbursement Plan (MERP)

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# Medical Expense Reimbursement Plan (MERP)



- Hire spouse, child or yourself in Family Management Company as a consultant.
- Spouse's compensation will be a Medical Expense Reimbursement Plan (MERP).
- Deduct your medical costs
  - Premiums, co-pays, prescriptions
  - Long Term Care Insurance
  - Chiropractor
  - Massages if recommended by doctor/chiropractor
  - Supplements
  - Any other medical expenses

**\$12,000**  
deduction

**Projected Tax Savings: \$2,304**

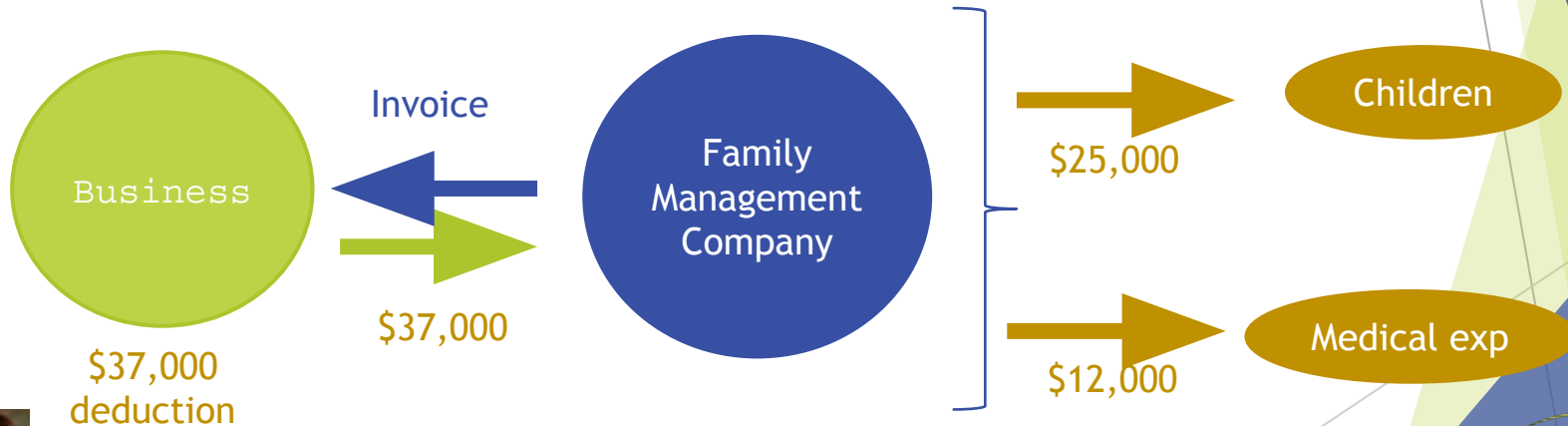
*Internal Revenue Code §1.105*



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# FMC: transfer of money

- Transfer enough money to your FMC to cover the following YEARLY costs by the end of the year:
  - \$25,000: hiring children
  - \$12,000: approximate medical costs



$$\$37K \text{ Income} - \$37K \text{ Expenses} = \$0$$





# Other Deductions Vehicle and Vacation



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# Vehicle Deduction



- Reimburse yourself under an accountable plan.
- Keep track of mileage with Lael Tax app (download for free!).
- We will explain how to correctly and most easily document and deduct vehicle expenses and how to report this expense on your tax return.
- We will create the accountable plan necessary to implement this strategy.
- You can also possibly deduct the full amount of your vehicle's purchase even if you finance.
- If you have \$10,000 of expenses

**Projected Tax Savings: \$1,760**

*IRS Reg Sec 1.62-2(d)(1), which allows as reimbursements the expenses in part VI, subchapter B, chapter 1. Home office deduction rules: Code Sec. 280A, Code Sec. 262(b)*



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# Vacation Deduction



- Reimburse yourself from your businesses under an accountable plan
- You spend an average of **\$5,000** yearly on vacations.
- We will show you how to easily deduct vacations.
- We will produce the instructions and the documents needed to deduct this.

**Estimated tax savings: \$880**



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*IRS Reg Sec 1.62-2(d)(1), which allows as reimbursements the expenses in part VI, subchapter B, ch 1 of the IRS Code*

# Summary of Tax Savings



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# Summary of Tax Savings

| Strategies            | 1 Year Savings | 5 Year Savings |
|-----------------------|----------------|----------------|
| S-Corporation         | 12,658         | 63,290         |
| Hiring Children       | 4,800          | 24,000         |
| MERP                  | 2,304          | 11,520         |
| Home Rental           | 5,376          | 26,880         |
| Vehicle               | 1,760          | 8,800          |
| Vacation              | 880            | 4,400          |
| <b>TOTAL SAVINGS:</b> | <b>27,778</b>  | <b>138,890</b> |





# Some common questions I get asked...



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**Q: Will your strategies  
cause an audit risk?**

**A:**

I use strategies found in the tax code. They are simple strategies that are incredibly effective. Your Strategic Tax Plan provides all the necessary documentation and implementation.



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**Q: How can you help me if you're in a different state?**

**A:**

I have clients all over the United States. Under my CPA hat, I can file federal and state taxes all over the US.



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**Q: Can I wait until the end of the year for tax planning.**

**A:**

**NO!** These strategies need to be implemented as early in the year as possible to take full advantage of them all. If early enough in the year, you could use the home rental strategy for the previous year.



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# Do you have any other testimonials?

Yes! You can visit my website [www.LaelTax.com](http://www.LaelTax.com) and click on the *Success Stories* tab. Click on each person's picture to visit their LinkedIn page.



**Evan Farr**  
| Certified Elder Law Attorney

"I am immensely grateful to have found and become a client of Lael Tax, LLC. With Christina's amazing legal and tax expertise, my wife and I have been able to have literally hundreds of thousands of dollars in taxes per year, while exceeding all of our expectations."



**Anne Tyler Hall, JD, LL.M.**  
| Attorney

"Christina and her team has been able to drastically reduce our tax liability and set us up on an incredible plan to build tax free wealth. She and her team always responds quickly, take what they can for us and beyond to..."



**Jon Lewis**  
| Attorney &  
President of Lewis & Feldman, L

"Thank you, Christina, for all your help with... appreciate the fact that you know the tax is save so money in taxes and provide all the needed to back it up."



**Craig Renard**  
| CEO

"Wow! I am amazed at how much I saved in taxes once I contacted Christina!"



Christina, how do I work with you  
to receive my own customized  
Strategic Tax Plan?



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# Meeting With Christina

Schedule a meeting with Christina for your own customized Strategic Tax Plan

**First Meeting Is Only \$98**

**\$500 value!**

- **IF you schedule in the next 24 hours, your first meeting is just \$98.** After 24 hours, the price will be \$500
- Customized Strategic Tax Plans start at \$8,000. Includes unlimited communication.
- If you **DO** purchase a Customized Strategic Tax Plan, \$200 will be applied toward the cost of your Customized Strategic Tax Plan (\$102 BONUS!).



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# Meeting With Christina (Continued)

- Talk to Christina about your own customized tax plan.
- These strategies and more, advanced strategies will be included.
- Christina's average savings is **\$52,750/client** up to hundreds of thousands of dollars in savings.
- LINK TO SCHEDULE MEETING: [GO HERE](#)
- Email us with any questions: [support@laeltax.com](mailto:support@laeltax.com)





## It's Q&A Time !

Make sure you have typed your questions in the chat.





# Our Team



**Jennifer Lawrence**  
CPA, Firm Manager



**Aimee Humerick**  
Administration Manager



**Luke Dreyer**  
Business Dev. Manager



**Lee Ventre**  
Senior  
Accountant



**Joseph Troiano**  
Senior Tax  
Accountant



**Charlie Penado**  
Executive  
Administrator



**Melody Christian**  
Communications  
Specialist



**Jaydon Debus**  
IT Manager &  
Communications  
Specialist



**Amber Vasquez**  
Administrative Assistant



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# Thanks For Attending!

➔ If you have any questions please email us at [support@laeltax.com](mailto:support@laeltax.com)

➔ To book your session with Christina, please visit this link: [Get Started Here](#)



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