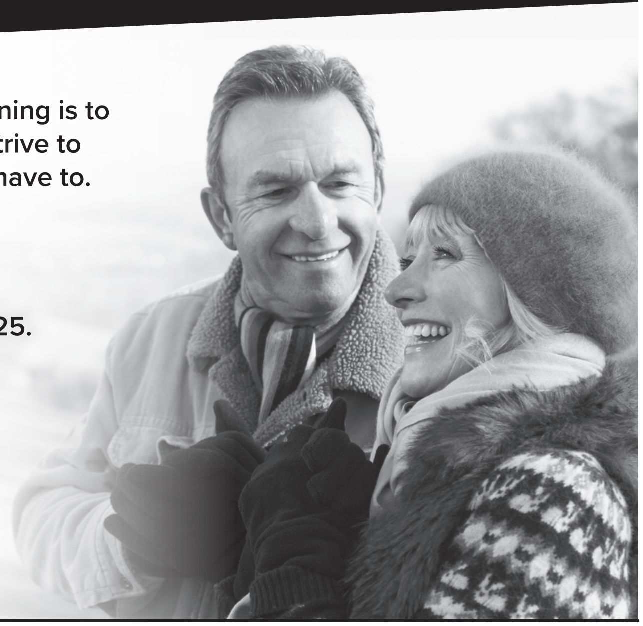
CORNERSTONE
FINANCIAL SOLUTIONS, INC.

PROACTIVE YEAR-END TAX PLANNING FOR 2023 AND BEYOND



One of our main goals in providing comprehensive financial planning is to proactively help you recognize tax reduction opportunities. We strive to stay current on the ever-changing tax environment so you don't have to.

Other than some IRS inflation adjustments, calendar year 2023 has brought limited changes in tax laws for individuals. But the Tax Cuts and Jobs Act (TCJA), enacted in 2017, included many provisions for individuals that are currently set to expire after 2025. **Take a look at page 6, Looking Ahead to the 2025 Tax Sunset.**

The information in this report could be helpful for tax-planning for calendar year 2023. Depending on your financial picture, you may benefit from additional tax reduction strategies that we discussed during your review appointment. Please note that this newsletter is not a substitute for using a tax professional.

YEAR-END TAX PLANNING FOR 2023

Your situation is unique and choosing the appropriate tactics will depend on your income as well as several other personal circumstances. As you read through this report it could be helpful to note those strategies that you feel may apply to your situation so you can discuss them with your tax preparer.

Evaluate the use of itemized deductions versus the standard deduction.

For 2023 tax returns, the standard deduction amounts increase to $13,850 for individuals and married couples filing separately, $20,800 for heads of household, and $27,700 for married couples filing jointly and surviving spouses.

Remember, the Tax Cuts and Jobs Act roughly doubled the standard deduction. Although personal exemption deductions are no longer available, the larger standard deduction combined with lower tax rates and an increased child tax credit could help you lower your tax bill.

CFS Guidance: *Run the numbers to assess the impact on your situation before deciding to take itemized deductions. If you are working with an accountant, they should be analyzing this for you. Tax software programs like Tax Act and Turbo Tax could also help you in making this decision.*

Consider bunching charitable contributions or using a donor-advised fund.

One way you can benefit from the tax advantages of charitable contributions is through a strategy referred to as bunching - the consolidation of donations and other deductions into targeted years so the deduction in those years exceeds the standard deduction.

Another strategy is a donor-advised fund, which allows you to make a charitable contribution, receive an immediate tax benefit and then recommend grants to charities from the fund over time. You can take advantage of the charitable deduction if you're at a higher marginal tax rate, while actual payouts from the fund can be deferred until later. A potential Win-Win!

CFS Guidance: *Donor advised funds are especially useful in two scenarios.*

- *If you have a year where your income will be higher than normal and you're looking for a way to lower your taxes in that specific year.*
- *If you are not yet 70 ½ years old and you give a lot to charity each year but can't write much off on your taxes.*
- *Donors are urged to consult their attorneys, accountants or tax advisors with respect to questions relating to the deductibility of various types of contributions to a Donor-Advised Fund for federal and state tax purposes.*

If you need guidance, please contact us and we can assist you.

This guide was written with the most current information as of late October, 2023.

Review your home equity debt interest.

If you took out your mortgage after October 13, 1987, and before December 16, 2017, mortgage interest is fully deductible up to the first $1,000,000 of mortgage debt incurred to acquire or improve a qualified residence. The threshold has been lowered to the first $750,000 on homes purchased after December 15, 2017 but before January 1, 2026.

Home equity lines of credit (HELOCs) are deductible as well, but only if you used the funds to buy or substantially improve the home that secures the loan.

CFS Guidance: *Please share with your tax preparer how the proceeds of your home equity loan were used. If you used the cash to pay off credit card or other personal debts the interest isn't deductible. But that may change when the TCJA sunsets at the end of 2025.*

Revisit the use of qualified tuition plans.

Qualified tuition plans, also named 529 plans, are a great way to tax efficiently plan the financial burden of paying tuition for children or grandchildren to attend elementary or secondary schools. Earnings in a 529 plan originally could be withdrawn tax-free only when used for qualified higher education at colleges, universities, vocational schools or other post-secondary schools. However, they changed that so 529 plans can now be used to pay for tuition at an elementary or secondary public, private or religious school, up to $10,000 per year.

Unlike IRAs, there are no annual contribution limits for 529 plans. Instead, there are maximum aggregate limits, which vary by plan. Under federal law, 529 plan balances cannot exceed the expected cost of the beneficiary's qualified higher education expenses. Limits vary by state. Some states even offer a state tax credit or deduction up to a certain amount. Contributions to a 529 plan are considered completed gifts for federal tax purposes, and in 2023 up to $17,000 per donor, per beneficiary, qualifies for the annual gift tax exclusion. Excess contributions above $17,000 must be reported on IRS Form 709 and will count against the taxpayer's lifetime estate and gift tax exemption amount ($12.92 million in 2023).

There is also an option to make a larger tax-free 529 plan contribution, if the contribution is treated as if it were spread evenly over a 5-year period. A lump sum contribution of up to $85,000 ($17,000 x 5) can be made to a 529 plan in 2023. No other gifts can be made to the same beneficiary, however, front-end loading the gift allows for additional tax-free compounding. Parents or grandparents sometimes use this 5- year gift-tax averaging as an estate planning strategy. If you want to explore setting up a 529 plan, call us and we would be happy to assist you.

As with other investments, there are generally fees and expenses associated with participation in a 529 plan. There is also a risk that these plans may lose money or not perform well enough to cover education costs as anticipated. Most states offer their own 529 programs, which may provide advantages and benefits exclusively for their residents. The tax implications can vary significantly from state to state.

CFS Guidance: *Grandparents sometimes use the 5-year gift-tax averaging as an estate planning strategy. If you want to explore setting up a 529 plan, we would be happy to assist you.*

Business Owners: Maximize your qualified business income deduction (if applicable).

One of the most talked about changes from the Tax Cuts and Jobs Act enacted in 2017 is the qualified business income deduction under Section 199A. If you own interests in a sole proprietorship, partnership, LLC, or S corporation, you may be able to deduct up to 20% of your qualified business income. Please be careful because this deduction is subject to various rules and limitations.

In 2023, limits on this deduction begin phasing in for taxpayers with income above $364,200 for those married filing jointly taxpayers (and $182,000 for all other filers).

There are planning strategies to consider for business owners. For example, business owners can adjust their business's W-2 wages to maximize the deduction. Also, it may be beneficial for business owners to convert their independent contractors to employees where possible, but before doing so, please make sure the benefit of the deduction outweighs the increased payroll tax burden and cost of providing employee benefits. Other planning strategies can include investing in short-lived depreciable assets, restructuring the business, and leasing or selling property between businesses.

CFS Guidance: *This piece of tax legislation is complicated; we could take an entire report to discuss it fully. If you are a business owner, we recommend you talk with a qualified tax professional about how this new Section 199A could potentially work to your benefit.*

Income Tax Rates for 2023

Under current law this seven-rate structure phases out on January 1, 2026.

Tax Rate	Single	Married/Joint & Widow(er)	Married/Separate	Head of Household
10%	$0 to $11,000	$0 to $22,000	$0 to $11,000	$0 to $15,700
12%	$11,000 to $44,725	$22,000 to $89,450	$11,000 to $44,725	$15,700 to $59,850
22%	$44,725 to $95,375	$89,450 to $190,750	$44,725 to $95,375	$59,850 to $95,350
24%	$95,375 to $182,100	$190,750 to $364,200	$95,375 to $182,100	$95,350 to $182,100
32%	$182,100 to $231,250	$364,200 to $462,500	$182,100 to $231,250	$182,100 to $231,250
35%	$231,250 to $578,125	$462,500 to $693,750	$231,250 to $346,875	$231,250 to $578,100
37%	$578,125 or more	$693,750 or more	$346,875 or more	$578,100 or more

Source: IRS.gov

Continuing Tax Changes for 2023

- Alimony deductions. For divorce and separation instruments executed or modified after December 31, 2018, alimony and separate maintenance payments are not deductible by the payor-spouse, nor includible in the income of the payee-spouse.
- State and local income, sales, and real and personal property taxes (SALT) are still limited to $10,000.
- Medical Expense Deduction. The 2023 threshold for deducting medical expenses on Schedule A is 7.5% of your 2023 adjusted gross income (AGI).

CFS Guidance:
If you think you qualify, keep track and see IRS.gov for the IRS list of expenses that qualify as "medical expenses".

Consider All of Your Retirement Savings Options for 2023

If you have earned income or are working, you should consider contributing to retirement plans. This is an ideal time to make sure you maximize your intended use of retirement plans for 2023 and start thinking about your strategy for 2024. For many investors, retirement contributions represent one of the smarter tax moves that they can make. Here are some retirement plan strategies we'd like to highlight.

401(k) contribution limits increased. The elective deferral (contribution) limit for employees under the age of 50 who participate in 401(k), 403(b), most 457 plans, and the federal government's Thrift Savings Plan is $22,500. The catch-up contribution limit for employees aged 50 and over who participate in 401(k), 403(b), most 457 plans, and the federal government's Thrift Savings Plan is increased to $7,500 ($30,000 total). **As a reminder, these contributions must be made in 2023.**

IRA contribution limits increase. The limit on annual contributions to an Individual Retirement Account (IRA) are increased in 2023 to $6,500 for individuals. The additional catch-up contribution limit for individuals aged 50 and over is not subject to an annual cost-of-living adjustment and remains $1,000 (for a total of $7,500). **IRA contributions for 2023 can be made all the way up to the April 15, 2024, filing deadline.**

Higher IRA income limits. The deduction for taxpayers making contributions to a traditional IRA is phased out for singles and heads of household who are covered by a workplace retirement plan and have modified adjusted gross incomes (MAGI) of $73,000 to $83,000. For married couples filing jointly, in which the spouse who makes the IRA contribution is covered by a workplace retirement plan, the income phase-out range is $116,000 to $136,000. For an IRA contributor who is not covered by a workplace retirement plan and is married to someone who is covered, the deduction is phased out in 2023 as the couple's income reaches $218,000 and completely at $228,000. For a married individual filing a separate return who is covered by a workplace retirement plan, the phase-out range remains at $0 to $10,000 for 2023. **Please keep in mind, if your earned income is less than your eligible contribution amount, your maximum contribution amount equals your earned income.**

Increased Roth IRA income cutoffs. The MAGI phase-out range for taxpayers making contributions to a Roth IRA is $218,000 - $228,000 for married couples filing jointly in 2023. For singles and heads of households, the income phase-out range is $138,000 - $153,000. For a married individual filing a separate return, the phase-out range remains at $0 to $10,000. **Please keep in mind, if your earned income is less than your eligible contribution amount, your maximum contribution amount equals your earned income.**

Larger saver's credit threshold. The MAGI limit for the saver's credit (also known as the Retirement Savings Contribution Credit) for low- and moderate-income workers is $73,000 for married couples filing jointly in 2023, $54,750 for heads of household and $36,500 for all other filers.

Be careful of the IRA one rollover rule. Investors are limited to only one rollover from all their IRAs to another in any 12-month period. A second IRA-to-IRA rollover in a single year could result in income tax becoming due on the rollover, a 10% early withdrawal penalty, and a 6% per year excess contributions tax if that rollover remains in the IRA. Individuals can only make one IRA rollover during any 1-year period, but there is no limit on trustee-to-trustee transfers. Multiple trustee-to-trustee transfers between IRAs and conversions from traditional IRAs to Roth IRAs are allowed in the same year. **If you are rolling over an IRA or have any questions on IRAs, please call us.**

Our goal is to keep you updated when tax laws change so that you can proactively plan. If you'd like to discuss how these sunsetting rules or any tax law changes may affect your situation, please feel free to contact us and we'd be happy to help.

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Roth IRA Conversions

Converting part or all of your traditional IRAs to a Roth IRA isn't a simple decision. While Roth IRA conversions can be helpful, they can also create immediate tax consequences and potential penalties. Under the current laws, you can no longer unwind a Roth conversion by re-characterizing it.

CFS Guidance: *You should run the numbers with a qualified professional to determine the most appropriate strategy for your personal situation. Contact us if you would like to review your Roth IRA conversion options.*

Capital Gains and Losses

Your investment portfolio may be the source of tax-saving opportunities.

Start by reviewing the various sales you have realized so far this year on stocks, bonds and other investments. Then, review what's left and determine whether these investments have an unrealized gain or loss. (Unrealized means you still own the investment. Realized means you've actually sold the investment.)

Know your basis. To determine if you have unrealized gains or losses, you must know the tax basis of your investments - usually the cost of the investment when you bought it. It gets trickier with investments that allow you to reinvest your dividends and/or capital gain distributions. In your non-IRA accounts that are held with us, Raymond James calculates your cost basis for you and reports it on your statements.

Consider loss harvesting. If your capital gains are larger than your losses, you may want to consider doing some "loss harvesting." This means selling certain investments that will generate a loss. You can use an unlimited amount of capital losses to offset capital gains. However, you are limited to only $3,000 ($1,500 if married filing separately) of net capital losses that can offset other income, such as wages, interest and dividends. Any remaining unused capital losses can be carried forward into future years indefinitely.

CFS Guidance: *We review this for you and will discuss it at your next appointment if we think it will be beneficial for you.*

Be aware of the "wash sale" rule. If you sell an investment at a loss and then buy it right back, the IRS disallows the deduction. The "wash sale" rule says you must wait at least 30 days before buying back the same security to be able to claim the original loss as a deduction. The deduction is also disallowed if you bought the same security within 30 days before the sale. However, while you cannot immediately buy a substantially identical security to replace the one you sold, you can buy a similar security, perhaps a different stock, in the same sector. This strategy allows you to maintain your general market position while utilizing a tax break.

Always double-check brokerage firm reports. If you sold a security in 2023, the brokerage firm reports the basis on an IRS Form 1099-B in early 2024. Unfortunately, sometimes there could be problems when reporting your information, so we suggest you double-check these numbers to make sure that the basis is calculated correctly and does not result in a higher amount of tax than you need to pay.

Long-term Capital Gains Tax Rates

Tax rates on long-term capital gains and qualified dividends changed for 2023. You may qualify for a 0% capital gains tax rate for some or all long-term capital gains realized in 2023. In 2023, the 0% rate applies for individual taxpayers with taxable income up to $44,625 on single returns, $59,750 for head-of-household filers and $89,250 for joint returns. If this is the case for you, figure out how much long-term capital gains you might be able to recognize to take advantage of this tax break.

2022 Long-term Capital Gains Rate	Single Taxpayers	Married Filing Jointly	Head of Household
0%	Up to $44,625	Up to $89,250	Up to $59,750
15%	$44,625 – $492,300	$89,250 - $553,850	$59,750 - $523,050
20%	Over $492,300	Over $553,850	Over $523,050

SOURCE: irs.gov

The 3.8% surtax on net investment income stays the same for 2023. It starts for single people with modified AGI over $200,000 and for joint filers with modified AGI over $250,000.

NOTE: The 0%, 15% and 20% long-term capital gains tax rates only apply to "capital assets", such as marketable securities, held longer than one year. If you held anything one year or less it's considered a "short-term capital gain" and taxed at ordinary income tax rates.

CFS Guidance: *During your review appointment we will evaluate your tax return and provide our advice for whether you should take advantage of any Long-Term Capital Gains.*

Charitable Giving

Remember that you can only write off donations to a charitable organization if you itemize your deductions.

Send cash donations to your favorite charity by December 31, 2022. Be sure to hold on to your cancelled check or credit card receipt as proof of your donation. If you contribute $250 or more, you also need a written acknowledgement from the charity.

If you plan to make a significant gift to charity this year, consider gifting appreciated stocks or other investments that you have owned for more than one year. This boosts the savings on your tax returns. Your charitable contribution deduction is the fair market value of the securities on the date of the gift, not the amount you paid for the asset and therefore you avoid having to pay taxes on the profit.

Do not donate investments that have lost value. It's better to sell the asset with the loss first, then donate the proceeds. This allows you to take both the charitable contribution deduction and the capital loss.

Qualified Charitable Distribution (QCD). The law allows taxpayers age 70½ and older to make a Qualified Charitable Distribution (QCD) in the form of a direct transfer of up to $100,000 directly from their IRA over to a charity, including all or part of the required minimum distribution (RMD). If you meet the qualifications to utilize this strategy, the funds must come out of your IRA by December 31, 2022.

CFS Guidance: *If you are over 70 ½, a qualified charitable distribution (QCD) from a traditional IRA may be a good option for you. If done correctly, there are ways to reduce your tax burden and give to your favorite organization. If this is a strategy you're considering, please contact the Client Service Team at cfsteam@mycfsgroup.com or 605-357-8553 or 605-352-9490.*

Estate, Gift, and Generation-Skipping Tax Changes

For 2023 the limit is $12.92 million ($25.84 million for married couples) and the income tax basis step up/down to fair market value at death is in place. Any amount over that is subject to 40% Federal taxes. This high amount provides high net worth individuals a significant planning window to make gifts and set up irrevocable trusts.

Remember, the estate tax exclusion is due to revert to pre-2018 levels in 2026, (adjusted for inflation, which we project will be about $7 million under current law).

CFS Guidance: *Gifting requires careful planning and consideration. If you are thinking about gifting, schedule a meeting with us to ensure your estate and gift tax plans are appropriately executed and ensure your strategy is relevant for the current tax year.*

SAVE the DATE

1

ARIZONA OUTREACH

FEB 6 & 7, 2024

Meet with advisors, attend education events, enjoy get-togethers.

If you'll be in the area, or if you know someone we should meet, call our office at 605-357-8553 or email CFSteam@mycfsgroup.com

2

The Power of Your Purpose in Life

Featuring Speaker Melanie Brown

FEB 12 HURON

FEB 13 SIOUX FALLS

Raymond James is not affiliated with and does not endorse the opinions or services of Melanie Brown.

HELP — A — FRIEND

Not all people who call themselves financial planners review annual tax returns to coordinate investments, financial planning, and tax-strategy. If the subject of taxes comes up during coffee with friends or at a holiday gathering with family, let the people you care about know they should expect this valuable service. And, if they don't get it, we'd be honored if you would recommend they contact us! And please **share this report!** If you would like us to mail or email a copy of this report to a friend, call Sarah at 605-357-8553 and we would be happy to assist you!

Additional Year-end Tax Strategies and Ideas

Make use of the annual gift tax exclusion. You may gift up to $17,000 tax-free to each donee in 2023. These "annual exclusion gifts" do not reduce your $12.92 million lifetime gift tax exemption. This annual exclusion gift is doubled to $34,000 per donee for gifts made by married couples of jointly held property or when one spouse consents to "gift-splitting" for gifts made by the other spouse.

Help someone with medical or education expenses. There are opportunities to give unlimited tax-free gifts when you pay the provider of the services directly. The medical expenses must meet the definition of deductible medical expenses. Qualified education expenses are tuition, books, fees, and related expenses, but not room and board.

Make gifts to trusts. These gifts often qualify as annual exclusion gifts ($17,000 in 2023) if the gift is direct and immediate. A gift that meets all the requirements removes the property from your estate. The annual exclusion gift can be contributed for each beneficiary of a trust. **We are happy to review the details with your estate planning attorney.** Contact the Client Service Team at cfsteam@mycfsgroup.com or by phone at 606-357-8553 or 605-352-9490.

Looking Ahead to the 2025 Tax Sunset

The Tax Cuts and Jobs Act (TCJA) enacted in 2017 brought many changes to the tax code. This act included provisions for individuals that took effect in 2018 but are currently set to expire after 2025. While this could change, there is a big sense of uncertainty for all taxpayers on what could happen after December 31, 2025. Without any extensions of the TCJA or new changes signed into law, here are five of the key provisions that will revert to their 2017 status.

- Individual Income Tax Rates: The first piece of knowledge you should know is that the tax rates passed under the Tax Cuts and Jobs Act in 2017 are temporary. If no action is taken before 2026, these tax rates will expire at the end of 2025. In 2026, we will go back to the 2017 tax rates adjusted for inflation. The tax rates we have today are lower and much wider, meaning in many cases, more income is taxed at lower rates when compared to 2017. For planning purposes, given the same level of income, most people could find themselves paying more in taxes in 2026 than in 2023. Although this may be an oversimplification, for illustration purposes, here are the tax brackets in 2023 and 2017 (not including inflation adjustments):

HOLIDAY HOURS & OFFICE CLOSINGS

Dec 8

Offices closed during our **Quarterly Team Meeting**

The phones will be staffed for emergencies.

Dec 25 & Jan 1

Both offices and the markets closed

Married Filing Jointly - 2023 Tax Brackets		Married Filing Jointly - 2017 Tax Brackets*	
Taxable Income	**Tax Bracket**	**Taxable Income**	**Tax Bracket**
$0 to $22,000	10%	$0 to $18,650	10%
$22,001 to $89,450	12%	$18,651 to $75,900	15%
$89,451 to $190,750	22%	$75,901 to $153,100	25%
$190,751 to $364,200	24%	$153,101 to $233,350	28%
$364,201 to $462,500	32%	$233,351 to $416,700	33%
$462,501 to $693,750	35%	$416,701 to $470,700	35%
$693,751+	37%	$470,701+	39.6%

*To be adjusted for inflation in 2026.

- SALT cap is scheduled to disappear. The TCJA eliminated or limited many of the previous laws concerning itemized deductions. An example is the state and local tax deduction (SALT), which is currently capped at $10,000 per year, or $5,000 for a taxpayer filing separately. This cap is set to dissolve after 2025.
- Home Equity Line of Credit (HELOC) Interest Deductions: Currently, the deduction limit is $750,000. Starting in 2026, the limitation will revert to $1 million.
- Alternative Minimum Tax (AMT): AMT applies to high income earners. These provisions are set to expire at the end of 2025. The TCJA increased the exemption phaseout threshold, which is currently $578,150 for single filers and $1,156,300 for joint filers. It is set to revert to $120,700 for single filers and $160,900 for married couples.
- Changes to Estate Tax Exclusions. As of now, barring any changes, in 2026, the estate tax exclusion is due to revert to pre-2018 levels (adjusted for inflation) which will be approximately $7 million for individuals. Currently there is a 40% maximum gift and estate tax rate.

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- Appointments scheduled at regular intervals to review and adjust your financial plan, answer questions and provide education on subjects and issues that could affect your long-term success.
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- Education and social events, and regular update phone calls.
- Extraordinary service by a highly qualified and genuinely committed team.
- Coordination and consultation with your attorney, tax preparer, and other professionals to help you gain financial clarity in ALL areas.
- Tax reduction strategies and a complete review of tax planning and returns.

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BARRON'S TOP 1,200 FINANCIAL ADVISORS 2009, 2011-2020, 2022, 2023

RAYMOND JAMES® GLOBAL TOP 50 ADVISORS 2018 - 2022

2018-2023 BEST-IN STATE WEALTH ADVISOR FORBES

2023 BEST-IN STATE WEALTH MANAGEMENT TEAMS FORBES

RAYMOND JAMES® CHAIRMAN'S COUNCIL 2011 - 2024

FINANCIAL TIMES TOP 400 FINANCIAL ADVISORS 2018–2019

Except Forbes Best-In-State Wealth Management Teams, these rankings and awards were achieved by Gordon Wollman, Founder & CEO, CFS and Wealth Advisor, RJFS. These rankings may not be representative of any one client's experience, are not an endorsement, and are not indicative of future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for these awards/ratings. Raymond James is not affiliated with Barron's, Shook Research, Forbes, Financial Times, or Ignite Research. Investment performance is not an explicit component because not all advisors have audited results and because performance figures often are influenced more by clients' risk tolerance than by an advisor's investment-picking abilities.

Source: Barron's "Top 1,200 Financial Advisors," March 2023. Barron's is a registered trademark of Dow Jones & Company, L.P. All rights reserved. The rankings are based on data provided by 5,630 individual advisors and their firms and include qualitative and quantitative criteria. Time period upon which the rating is based is from 09/30/2021 to 09/30/2022, and was released on 03/15/2023. Factors included in the rankings: assets under management, revenue produced for the firm, regulatory record, quality of practice and philanthropic work.

The Forbes Top Wealth Advisors Best-In-State 2023 ranking, developed by SHOOK Research, is based on an algorithm of qualitative criteria, mostly gained through telephone and in-person due diligence interviews, and quantitative data. This ranking is based upon the period from 6/30/2021 to 6/30/2022 and was released on 4/4/2023. Those advisors that are considered have a minimum of seven years of experience, and the algorithm weights factors like revenue trends, assets under management, compliance records, industry experience and those that encompass best practices in their practices and approach to working with clients. Portfolio performance is not a criteria due to varying client objectives and lack of audited data. Out of approximately 39,007 nominations, 7,321 advisors received the award. Please visit https://www.forbes.com/best-in-state-wealth-advisors for more info.

Invitees to Raymond James Global Top 50 are selected based on the prior fiscal year production, re-qualification is required annually. There are approximately 50 attendees, though that number may vary based on those who are invited and available to attend.

Raymond James Chairman's Council membership is based on prior fiscal year production. Re-qualification is required annually.

The 2023 Forbes ranking of America's Top Wealth Management Teams Best-In-State, developed by SHOOK Research, is based on an algorithm of qualitative criteria, mostly gained through telephone and in-person due diligence interviews, and quantitative data. This ranking is based upon the period from 4/1/2021 to 3/31/2022 and was released on 01/12/2023. Advisor teams that are considered must have one advisor with a minimum of seven years of experience, have been in existence as a team for at least one year, have at least 5 team members, and have been nominated by their firm. The algorithm weights factors like revenue trends, assets under management, compliance records, industry experience and those that encompass best practices in their practices and approach to working with clients. Portfolio performance is not a criteria due to varying client objectives and lack of audited data. Out of approximately 8,000 team nominations, 2,860 advisor teams received the award based on thresholds. Please see https://www.forbes.com/lists/list-directory/#470ac626b274 for more info.

The FT 400 was developed in collaboration with Ignites Research, a subsidiary of the FT that provides specialized content on asset management. To qualify for the list, advisers had to have 10 years of experience and at least $300 million in assets under management (AUM) and no more than 60% of the AUM with institutional clients. The FT reaches out to some of the largest brokerages in the U.S. and asks them to provide a list of advisors who meet the minimum criteria outlined above. These advisors are then invited to apply for the ranking. Only advisors who submit an online application can be considered for the ranking. In 2019, roughly 960 applications were received and 400 were selected to the final list (41.7%) In 2018 roughly 880 applications were received and 400 were selected to the final list (45.5%). The 400 qualified advisers were then scored on six attributes: AUM, AUM growth rate, compliance record, years of experience, industry certifications, and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisors, the FT placed a cap on the number of advisors from any one state that's roughly correlated to the distribution of millionaires across the U.S. These rankings and recognitions may not be representative of any one client's experience, are not an endorsement, and are not indicative of future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. Raymond James is not affiliated with FT 400 or Ignites Research.

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30
1993
2023
CELEBRATING
30 YEARS

2023 YEAR-END TAX PLANNING CHECKLIST

- ❑ Bracket Management
- ❑ Itemized Deduction Timing
- ❑ Gain & Loss Harvesting
- ❑ Retirement Planning
- ❑ Education Planning
- ❑ Charitable Planning
- ❑ Gifting Strategies
- ❑ Estate Tax Planning
- ❑ Planning for Major Financial or Life Events Next Year/Future
- ❑ Planning for Any Other Personal Situational Concerns

A **proactive** approach to your tax planning instead of a **reactive** approach could produce better results! If you need assistance reviewing any of these items prior to year-end, please call us and we'd be happy to help you!

PLEASE SHARE THIS NEWSLETTER WITH A FRIEND!

We love meeting new people who are ready to dream about what's truly possible, build a Cornerstone plan to help them get there, and lead a life of impact.