## 2024 · ISSUES TO CONSIDER IN CLIENT ANNUAL REVIEW MEETING



,	CASH FLOW ISSUES	YES	NO
	Has there been a change to your cash flow or budget? If so, consider how this will impact your financial situation.		
>	Has there been a change to your employment?		
>	Do you need to adjust how much you are saving?		
	Do you max out your salary deferrals to your employer retirement plan but want to save more? If so, consider the following:  ■ You may be able to make a Backdoor Roth IRA contribution. See the "Can I Make A Backdoor Roth IRA Contribution?" flowchart to see if you qualify.  ■ If your employer's plan allows after-tax contributions, you may be able to make a Mega Backdoor Roth IRA contribution. See the "Can I Make A Mega Backdoor Roth Contribution?" flowchart.  ■ If you have income from self employment, other opportunities may be available, such as a Solo 401(k).		
	If you are taking distributions from any accounts, do you need to review your rate of withdrawal?		
	If you are subject to an RMD, are you prepared to satisfy the RMD before December 31st?		
	Do you need to review your employee benefits to ensure that you are taking advantage of what your employer offers?  If so, consider contributions to Health Savings Accounts, Flexible Spending Accounts and/or Dependent Care Flexible Spending Accounts.		
}	<b>Do you have family members that will attend college and/or private high school?</b> If so, consider funding a 529 or Coverdell account.		
	<b>Do you use credit cards?</b> If so, consider if there are other cards providing better benefits (features, points, etc.).		

ASSET & DEBT ISSUES	YES	NO
Have your investment goals or your risk tolerance changed?		
If you have recently had unexpected expenses, did they impact your emergency savings?		
<ul> <li>Are there high levels of cash in any accounts? If so, consider the following:</li> <li>FDIC insurance limit is \$250,000 per depositor, per FDIC-insured bank, per ownership category.</li> <li>Interest rates on the cash may be higher elsewhere.</li> </ul>		
<b>Do you have any unused funds in a 529 account?</b> If so, consider whether a 529-to-Roth IRA transfer could benefit your situation (if eligible).		
Do you maintain a concentrated position in a single investment? If so, consider strategies to mitigate the risk.		
Have you acquired or sold a major asset or property?		
<ul> <li>If you own a business, have there been any changes to the business? If so, consider the following:</li> <li>If you purchased new property or equipment, there could be an opportunity to depreciate it.</li> <li>If you have hired new employees, consider reviewing your employee benefits, including your retirement plan design.</li> <li>Your business structure may need to be reviewed in light of any recent tax reform.</li> </ul>		
Do you anticipate any significant expenses in the near future?		
Did you incur any new debts (auto loan, student loan)?		
Have the interest rates on any of your debts changed?		
Do you need to review your credit score?		
<ul> <li>Could there be assets that you may be forgetting? If so, consider the following:</li> <li>Review the "points" feature on credit cards and "miles" with airlines.</li> <li>Search state agencies and unclaimed property sites that are run by many state treasurers.</li> </ul>		

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INSURANCE PLANNING ISSUES	YES	NO
<ul> <li>Do you need to review your healthcare options during an open enrollment period? If so, consider the following:</li> <li>Medicare open enrollment begins in October.</li> <li>Health Insurance Marketplace open enrollment begins in November</li> <li>Employer open enrollment varies based on the employer.</li> </ul>		
Do you need to review your life insurance and/or long-term care insurance needs and any existing coverage?		
Have there been any changes in compensation, new dependents, or new liabilities? If so, consider changing the amount of life/disability coverage you carry.		
Have there been any changes to your real estate holdings that could impact your property and casualty insurance (such as a pool or a new structure)?		
Have there been any changes to your health situation that warrant a review of your health/disability benefits?		
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TAX PLANNING ISSUES	YES	NO
TAX PLANNING ISSUES  > Were there any surprises on your tax return from last year?	YES	NO
<ul> <li>Were there any surprises on your tax return from last year?</li> <li>Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your</li> </ul>		
<ul> <li>Were there any surprises on your tax return from last year?</li> <li>Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your withholding and/or making estimated payments.</li> <li>Will you be receiving any significant windfalls that could impact</li> </ul>		
<ul> <li>Were there any surprises on your tax return from last year?</li> <li>Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your withholding and/or making estimated payments.</li> <li>Will you be receiving any significant windfalls that could impact your taxes (inheritance, RSUs vesting, stock options, bonus)?</li> <li>Do you expect your income to change in the near future? If so,</li> </ul>		
<ul> <li>Were there any surprises on your tax return from last year?</li> <li>Did you receive a large tax refund or need to pay a large amount when filing your return? If so, consider changing your withholding and/or making estimated payments.</li> <li>Will you be receiving any significant windfalls that could impact your taxes (inheritance, RSUs vesting, stock options, bonus)?</li> <li>Do you expect your income to change in the near future? If so, consider strategies to minimize your tax liability.</li> <li>Do you have any unrealized gains, losses or carryforwards</li> </ul>		

TAX PLANNING ISSUES (CONTINUED)	YES	NO
<ul> <li>Do you plan to make charitable gifts? If so, consider the following:</li> <li>Fund gifts with appreciated securities or a QCD (if permitted), for tax efficiency.</li> <li>Use bunching techniques if your itemized deductions tend to fall below the standard deduction.</li> <li>See the "Should I Use A Donor Advised Fund (DAF) When Giving To Public Charities?" flowchart to analyze a DAF strategy.</li> </ul>		
ESTATE PLANNING ISSUES	YES	NO
Do you need to review your estate plan in light of any financial/life goals that may have changed? If so, reference the "What Issues Should I Consider When Reviewing My Estate Planning Documents?" checklist.		
Do you expect your estate will exceed your unused federal estate and gift tax exclusion amount (maximum \$13.61 million, or \$27.22 million if you are married)? If so, consider strategies to plan for a possible federal estate tax liability.		
Do your beneficiaries need to be reviewed and possibly updated for your non-probate assets (such as retirement plans, life insurance, and TOD accounts)?		
Have there been any changes to your family (marriage, divorce, birth, death, illness)? If so, consider revisiting your estate plan and reference "What Issues Should I Consider Before I Update My Estate Plan?" checklist.		
OTHER ISSUES	YES	NO
> Do steps need to be taken to protect yourself from identity theft? If so, reference "Am I At Risk Of Having My Identity Stolen Or Being A Victim Of Fraud?" checklist.		
Do you need to review your document retention practices?		
Are there any state-specific issues that should be considered (including possible estate tax liabilities)?		



## **Tier One Tax**

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