

TIER IV:

YEARS 20-30

(PREP FOR RETIREMENT- RETIRMENT)



HOW WE
CAN HELP

✓ Business Planning:

Ideally, you're working a 3-day work schedule and preparing to implement your exit strategy.

- Should have an associate, partners, or an individual interested in purchasing your practice.
- Selling to a DSO or Private Equity Group with stock options
- Succession planning to children entering periodontics
- Transition period generally ranges between 2-5 years
- 1099 Independent contractors will have different structures as S-Corps and won't generally have a practice to sell. However, they can own commercial properties or other investment assets tied to their business.
- You will want to make sure to maintain office production, staff stability, and ensure planning are in place to retain key employees for purchasing doctors or DSOs.
- Retirement plans
- Employee benefits packages

Most purchasing doctors or investors will eventually want to also own the building or commercial properties.

What to do when selling the buildings?

- Hire a Real Estate attorney and broker if you don't already have one. You should also have a Fiduciary advisor and quality CPA that you trust to assist in coordinating your assets and tax exposures. Since tax law changes regularly it's good to be proactive in structuring all of your assets.
- Finance the loan to the purchasing doctor, which would provide steady income for 10 years or the terms of the loan.
- Sell the building and pay the capital gains taxes.

Chris Nunn is a registered representative of and offers securities and investment advisory services through MML Investors Services, LLC. Member SIPC 3003 Oak Road, Suite #250 Walnut Creek, CA 94597 (925) 979-2300

Chris Nunn does not provide tax or legal advice. Please consult a qualified accountant or attorney for personalized tax or legal advice. CRN202603-4056207

TIER IV:

YEARS 20-30

(PREP FOR RETIREMENT- RETIRMENT)



HOW WE
CAN HELP

- ✓ Personal planning:
Consider a “Buckets” of money strategy to help ensure income needs are met during retirement

Consider the following:

- 401k Profit Sharing, SEP IRAs, Defined Benefit plans, etc.
- Tax Free income producing assets:
 - Roth Conversion - You can convert assets from a Traditional IRA to a Roth IRA to allow for tax-free distributions in the future. The amount converted is subject to ordinary income tax. Any earnings in the Roth IRA will accumulate tax-deferred but can be distributed tax-free after age 59 1/2 and the account has been owned for 5 years. Generally stock market investment are the vehicles for most Roth and IRAs, but there other specialized structures that allow you to invest in other asset classes.
 - Tax-free municipal bonds are bonds issued by local governments to fund schools, bridges, and infrastructure.
Municipal bonds are federally tax-free but other state and local taxes may apply. Interest income may be subject to the alternative minimum tax. If sold prior to maturity, capital gains tax may apply.
- Whole Life Insurance
- Real Estate Assets
- Living Trusts, LLCs, Corporations, etc. to protect assets from liabilities and tax exposures
- Disability insurance
- Life Insurance
- Long Term Care Insurance

Chris Nunn is a registered representative of and offers securities and investment advisory services through MML Investors Services, LLC. Member SIPC 3003 Oak Road, Suite #250 Walnut Creek, CA 94597 (925) 979-2300

Chris Nunn does not provide tax or legal advice. Please consult a qualified accountant or attorney for personalized tax or legal advice. CRN202603-4056207