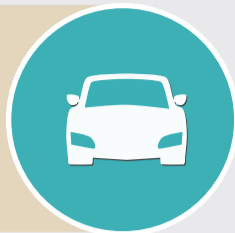


TOP TAX DEDUCTIONS

Every Real Estate Agent Should Consider

ARE YOU A ROAD WARRIOR?

- Actual Expense vs. Standard Mileage (53.5 Cents/Mile for Tax Year 2017)
- Buy or Lease Business Vehicle



WHERE ARE YOU GETTING THINGS DONE?

Outside Office or Home Office



ARE YOU TRAVELING OUT OF TOWN FOR BUSINESS?

Airfare, Transportation, 50% of Meals



ARE YOU TAKING OUT CLIENTS?

- Did You Discuss Business
- Did You Document



IS THIS YOUR 1ST YEAR IN BUSINESS?

- Start-up Costs
- Organization Costs (\$5000 and/or 180 Months)



LEVERAGING TECHNOLOGY?

- Customer Management System (CRM)
- Tracking Your Finances (QBO, QBSE)



ARE YOU SAVING FOR RETIREMENT?

- Traditional IRA vs Roth IRA
- Solo 401(k)
- Simple IRA vs SEP IRA



WHAT DOES IT TAKE TO CLOSE THE DEAL?

- Client Gifts (\$25 or Less)
- Finder/Referral Fees
- Team Effort (Contractor for Open House)
- Advertising & Promotional Swag



WHO'S HELPING YOU GROW PROFESSIONALLY?

- Professional/Association Dues
- Business Conferences
- Business Coach
- Social Media Virtual Assistant

