

"Seasonal" Reminder

The season that we're referring to, of course, is the *Pension Sales Season*. It's that time of the year when business owners don't have time to procrastinate, they must take action. A plan has to be adopted by December 31st if the client wants to receive an income tax deduction for 2009 if the business is operated on a calendar year tax basis. What this means, simply, is that the plan documents must be signed by that date. The contributions do not have to be made by year end; the business actually has until the due date of the tax return to complete the funding of the plan.

New plans can still be established for the 2009 year and existing plans can still be amended to increase benefits and contributions. Don't forget, the law has been changed to allow a business to deduct contributions to both a defined benefit plan AND a defined contribution plan. It's time to remind all of your clients and prospects that they need to take the necessary steps now to take advantage of the tremendous tax savings opportunities available to them.

Are your prospects still undecided if they want a plan or what would be right for them? Remember, American National's Pension Sales Department custom designs a plan for each and every prospect. Just get us a census of the employees and a few brief comments about the owner's goals and we will prepare a proposal for you. Once the business owner sees the significant tax savings available to them they will want to get a plan started immediately.

In addition to innovative plan designs and all of the necessary documents for any type of plan, we offer flexible products designed specifically for retirement plans, and our Pension Administration Department provides complete and ongoing plan administration services at extremely low fees.

Remember, getting a plan document signed by December 31st is all that is necessary to secure a 2009 tax deduction. American National makes adopting a plan easy. You can download the plan documents for any type of plan from our Web site or you can call us and we can e-mail them to you.



Financial Markets, Inc.

800-888-2829

www.fm-inc.com - Marketing@fm-inc.com