

Real Estate Professionals

The two biggest planning opportunities:

1. Should I incorporate?
2. Hire my children?

Tax deduction ideas:

Advertising <ul style="list-style-type: none">BillboardsBrochures/FlyersBusiness CardsBusiness Gifts (up to \$25)Copy Editor FeesDirect MailEmail Marketing and NewslettersGraphic Designer FeesInternet Ads (Google, Facebook, etc.)Leads/Mailing ListsMarketing ServicesNetworking Event CostsPost CardsPrint Ads (Newspapers and Magazines)Promotional MaterialsRadio AdsSignage/BannersTelevision AdsWeb DesignWeb Hosting and Domain Fees	Communication <ul style="list-style-type: none">Answering ServicesCell Phone ServiceFax Expenses/EfaxInteractive Voice Response (IVR)Internet ServiceOffice Telephone/VOIPPagersToll Free Number Equipment <ul style="list-style-type: none">BriefcaseCalculatorCamera/LensesCellphone/SmartphoneCleaning Equipment (Vacuum Cleaner)ComputerEquipment RepairFlashlightGPSHard Drives/Thumb DrivesIpad/Tablet PC/AndroidLaptopLock Boxes/Locksmiths/KeysMapsPrinterScannerStaging Items – FurnitureTape MeasureVideo Camera Employee Wages <ul style="list-style-type: none">Clerical SupportFamily Wages (kids/spouses... really)Payroll/Unemployment TaxesSales AssistantVirtual Assistant Health Insurance, Home Office <ul style="list-style-type: none">InsuranceMortgage Interest/RentProperty TaxesRepairs/MaintenanceSecurity SystemUtilities Business Travel <ul style="list-style-type: none">AirfareCar RentalDry Cleaning/LaundryLodgingMealsParking/TollsTaxi, Train, Subway, BusTips	Retirement <ul style="list-style-type: none">Defined Benefit PlanSelf Employment Pension (SEP)Simple IRASolo 401k Medical Reimbursement Plan <ul style="list-style-type: none"> Selling Expenses <ul style="list-style-type: none">Appraisal FeesCL100 FeesClosing Attorney FeesConcessionsCourier Services/Delivery FeesFinder Fees/Referral FeesHome Repairs to sell listed propertyHome WarrantyInspection FeesNotary FeesOpen House ExpensesPhoto EditingStaging Fees Start Up Expenses <ul style="list-style-type: none">Including organizational costs Office Expenses <ul style="list-style-type: none">Desk FeesClient Refreshments (Coffee, Water, eCopier FeesJanitorial ServicesOffice FurnitureBookshelvesChairsDesksFiling CabinetsOffice SuppliesEnvelopesFoldersPaperPensPostageStationaryToner/InkOffice RentOnline Storage of Business FilesSoftware Agent Improvement <ul style="list-style-type: none">Books (Sales Books, RE Books, etc.)Continuing EducationMagazine SubscriptionsNewsletter SubscriptionsSales Training/CoachingSeminarsTextbooks/Reference BooksTrade Publications
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