

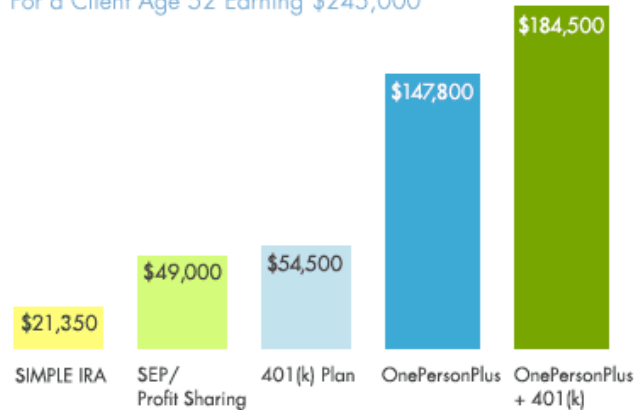
Dedicated DB

Defined Benefit Services

The Defined Benefit Plan
*A Powerful Tax Strategy for High Income
Individuals with Self-Employment Income
and Small Business Owners*

The small business defined benefit (DB) plan is an IRS-approved qualified retirement plan that allows independent professionals and consultants, individuals with self-employment income and small business owners — to make large annual tax-deferred contributions and accumulate as much as \$1-2 Million in just 5-10 years. The contributions are deductible and can potentially reduce income tax liability by \$40,000 or more annually.

Retirement Plan Savings Limits *
For a Client Age 52 Earning \$245,000



* Defined benefit 2011 plan maximum contribution limits for a 52 year old, including "catch-up" contributions of \$2500 for SIMPLE IRA, \$5500 for 401(k).

How Does It Work?

A defined benefit plan promises a specific annual benefit in retirement. To arrive at the benefit, business owners decide what percent of their annual income they want to have at retirement or what percent of current income they can comfortably afford to contribute to the plan, up to the maximum allowable amount. Current regulation defines the maximum annual benefit at \$195,000.

An annual contribution amount is required by the business owner to accumulate sufficient savings to pay out the benefit. The annual contribution is calculated using actuarial formulas based upon:

- Current age — the older the business owner, the larger the annual contribution needed to reach any specific benefit target because the owner will have fewer years to contribute
- Compensation — Eligible compensation differs based on the type of business
- Planned retirement age — usually at least 5 years from the year the plan is adopted.
- In subsequent years, the balances accumulate through contribution and investment performance in the defined benefit plan.

Assets may be invested in mutual funds, bonds, equities or other marketable securities. Investments with low volatility are generally recommended.

Example: A 52-year old radiologist expects to have an annual W-2 income of at least \$300,000 from his private medical practice until he retires in ten years. He establishes a DB plan to increase his retirement savings and reduce his tax liability.

Here's how it works for him:

Annual DB plan contribution	\$147,800
Annual DB tax deduction	\$147,800
Annual tax savings@38%	\$56,100
Projected accumulation in 10 yrs	\$2.36 million*
Annual retirement benefit	\$195,000

*Assumes 10 year funding, 5-7% rate of return

Who is Eligible for a Defined Benefit Plan?

Defined benefit plans aren't right for everyone. They are best suited for individuals with self-employment income or small business owners who are older and want to increase retirement savings while reducing their tax liability. Ideal candidates are:

- 40+ years of age
- Interested in contributing more than \$50,000 annually to their retirement or a higher percent of compensation than allowed in a 401(k)
- Able to make that contribution for at least the next 3-5 years
- Earning at least \$100,000 annually in one of these ways:
 - Owns a business with 5 or fewer permanent employees, including the owner
 - Is self-employed as primary means of earning a living
 - Has a second occupation in which client works for himself or herself
 - Is considered an independent contractor rather than an employee
 - Receives payments or royalties from patents, books, consulting, Board of Director fees, speaking engagements

Defined benefit plans can work for companies that are sole proprietors, partnerships or corporations.

Typical Occupations of Plan Owners

Attorney	Corporate Director	Financial Advisor	Real Estate Agent
Coach	Dentist	Insurance Agent	Sales Rep
Contractor	Engineer	Marketing Services	Software Developer
Consultant	Entertainer	Physician	Web site Services

High income sole practitioners and couples who are in business together potentially can maximize contributions by adding a 401(k) to their defined benefit plan.

Example: Husband, age 60, & wife, age 58, are marketing consultants in business together. The W-2 income for each is **\$245,000**. They want to retire in five years if they can bump up their retirement savings.

They establish a defined benefit plan that they will contribute to for 5 years. In addition, they set up a 401(k) to maximize contributions.

	DB only	DB + 401(k)
Annual Contribution	\$374, 800	\$448,200
Annual Tax Savings@38%	\$142,400	\$170,300
DB Accumulation*	\$2.26 Million	
Annual DB Benefit	\$195,000	

*Assumes 5 year funding, 5-7% rate of return

Recent legislation has increased the flexibility of defined benefit plans so that business owners can better manage their contribution amounts from year to year. However, defined benefit contributions are required to keep the plan on track to deliver the promised benefit in retirement. Upon termination of the plan, the assets can be rolled into an IRA where they will continue to grow tax-deferred until withdrawal.

Plans must be opened by the end of the business fiscal year, generally, December 31st. If you think a defined benefit might fit your situation, learn more before making any retirement contributions for 2011.

Who to Contact for Additional Information

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Dedicated Defined Benefit Services, LLC (Dedicated DB), a national third party administrator, specializes in the design, marketing, and administration of DB plans for businesses with 1-5 employees. We're the "go-to" experts in small business defined benefit plans.