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Wealthy and Wise!

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Wealthy and Wise!™

The Burgos Income Tax, Inc. Family Letter

Volume 1, Issue 11

Insider Tips On Wealthy and Wise Living

June 2008

YOUR MONTHLY NEWSLETTER IS ENCLOSED

- Inside June's Issue...*
- Business Corner: **"The General Wants To See You"**
 - Tax & Finance Corner: **What To Do After Filing Your Taxes**
 - The Presidential Influence Behind Father's Day
 - Why The Cards Are Stacked Against You In Consumer Debt
 - **Client Trivia Contest—Win \$50 To Dinner On US!**
 - And More!



"I just have to create a few loose ends for other people to clear up, and then I can get out of here."

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Inside The Mind of Your Tax Professional...

I Bet You and Your Friends Could Use All The Money We Can Find!

By Al Burgos

Are you feeling the "pinch" in this economy? I know many people are...and if that includes you, well, you shouldn't feel bad about it. If you've turned on the TV at all, you know you're not alone!

Did you know there's *other* ways we can get you money from the IRS?

As I mentioned on the back side of this newsletter, according to industry stats, the average amended return uncovers approximately \$1,500 of additional money. **Now, for our clients—"unfortunately", you've already got the best in the area!** Our return review process keeps our clients sleeping like a baby after tax season...and we've already done all the "treasure hunting" we could to get you the highest amount back as we could!

But what about your friends?

Look, we get no greater professional thrill than when we help families that need the money find additional money from their tax return with Uncle Sam. And I bet you'd enjoy helping out your friends. So, below you'll see a coupon for FREE Return Review. Pass this newsletter to a friend, have them bring it to us—and we'll review their tax return...for free. And we love to reward referrals! More details below:

FREE

Tax Return Review

Simply bring this newsletter and your return filed by ANY other preparer (including yourself), and we will review it at no charge. You will **ONLY** be charged if we help you find "missing money" from the IRS, and we, in fact, file an amended return for you. And if that's the case, we ALL come out ahead!

Pass this to a friend that needs help!

Who Else Wants Their "Economic Stimulus Payment"...Fast?

A word about the IRS Rebate Checks

Unless you've had your head in the sand, you know that anyone that filed a 2007 tax return is in the process of receiving their payments from the IRS. We've fielded a bunch of phone calls from our clients (and their friends—which we always welcome!) about when they should expect to receive their checks.

Now, remembering that this is the *IRS* we're dealing with here (and though we're experts, let's just say we're not always enamored with them!)—here is the mailing schedule they are said to be following. If your SSN number is under 51, you already *filed* (without an extension) your 2007 taxes and you have not received your check, give us a call—we'll do what we can to help you out!

Rebate Mailing Schedule

SSNs ending in 00 through 09	Mailed by May 9
SSNs ending in 10 through 18	Mailed by May 16
SSNs ending in 19 through 25	Mailed by May 23
SSNs ending in 26 through 38	Mailed by May 30
SSNs ending in 39 through 51	Mailed by June 6
SSNs ending in 52 through 63	Mailed by June 13
SSNs ending in 64 through 75	Mailed by June 20
SSNs ending in 76 through 87	Mailed by June 27
SSNs ending in 88 through 99	Mailed by July 4

Did You Know?

The Average Amended Return Results in \$1,500 additional refunds found? More info inside...

LAST YEAR'S BEST ACTUAL NEWS HEADLINES OF 2007

- Something Went Wrong in Jet Crash, Expert Says
- Police Begin Campaign to Run Down Jaywalkers
- Panda Mating Fails; Veterinarian Takes Over
- Miners Refuse to Work after Death
- Juvenile Court to Try Shooting Defendant
- War Dims Hope for Peace
- If Strike Isn't Settled Quickly, It May Last Awhile
- Cold Wave Linked to Temperatures
- Enfield (London) Couple Slain; Police Suspect Homicide
- Red Tape Holds Up New Bridges
- Man Struck By Lightning: Faces Battery Charge
- New Study of Obesity Looks for Larger Test Group
- Astronaut Takes Blame for Gas in Spacecraft
- Kids Make Nutritious Snacks
- Local High School Dropouts Cut in Half
- Hospitals are Sued by 7 Foot Doctors

And the winner is...

Typhoon Rips Through Cemetery; Hundreds Dead

Burgos Income Tax, Inc.

*No Annoying Tax Professional Lingo ...
Just Straight, Easy-To-Understand And
Follow Expert Advice!*

WE THANK YOU!

*Now that our tax season has finished
we're taking a big breath...
and are reminded of how YOU have put
so much trust in us.
We don't take it lightly.*

Inside...

- Business Corner: **"The General Wants To See You"**
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We Love Our Clients and Friends...So This \$9.95 Newsletter is FREE!

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Business Corner: Part 6 Of a Series of Productivity Lessons from our Marine Fighter Pilot
"The General Wants To See You": How To Think On Your Feet In Front of the Boss

by Ed Rush

I know you've heard it a thousand times before. But it's true -- hard work pays off. If you want to be good, you have to practice, practice, practice. If you don't love something, then don't do it.

Ray Bradbury

Recently I got an e-mail that read like this, "You have an appointment Tuesday morning to meet with General Jones [name changed to protect the guilty...er, I mean the innocent]."

That was the entire text of the message. There was no explanation...no topic...no "cordially invited"...just a date and time.

Has that ever happened to you? It was probably not a Marine Corps general who summoned you into his presence, but have you ever been sitting at your desk, minding your own business, and the phone rings with a message that the boss wants to see you?

In case you ever find yourself in that situation, here is a valuable tool to help you hit a home run in front of the boss...every time:

Do some "chair-flying."

Chair-flying is a fighter pilot term for pre-flight practice. Most pilots, at some time in their career, master the art of flying an entire sortie at their desk before they ever get to an airplane. When a pilot chair-flies, he makes radio calls, deals with emergencies, and dodges hostile fire all while sitting at his desks with his eyes closed. It is a way to build some much-needed experience even before he's got it.

And it really works. (The following example is for those who have literal bosses. For those who don't the concepts below work equally well for partners, clients, customers, or patients. In fact, it even works when not in person. Some of the best sales letters I have ever written follow these 5 steps).

When you get the call to the corner office, spend a minute to chair-fly your way through the meeting. When you do, follow this simple, but powerful checklist:

- 1) **Briefly put yourself in the boss's mind.** What does he want to know? What is he going to ask? How is he going to ask it? Write each question or concern down on a piece of paper or a 3x5 card.

- 2) **Come up with a well-worded, clear, and short answer to each of the anticipated questions.** Write the answer to each question on the back of the card. Try to make each answer in the form of a benefit statement. These usually start with, "What this means to you is..."

- 3) **Go through your stack of cards as if you were in the office.** There is no need, nor time, for memorization, just practice it once or twice in your head and it is guaranteed to come out much clearer in real life.

- 4) In your live responses **be sure to state his likely objections...**and then answer them.

Example, "Tom, at first glance, it may seem like we are not going to get the return back from this investment that we normally do [objection], however, thinking long term, this is win-win deal that will require a small investment now, and may very well return thousands over the next 10 years [answer]."

- 5) **Finally, CLOSE STRONG.** Failing to close strong is one of the biggest mistakes when talking to the boss...especially when you are thinking on your feet. For some reason, we all clam up when it comes to the big ending. (This is equally true for salesmen asking for the sale, copywriters writing the offer, contractors asking for payment, and guys asking for a date.) And higher the boss's position, the worse it usually gets. But think about it from your boss's perspective. He wants his employees to be assertive and strong...trust me. And understanding this principle alone could get you your next promotion. To close strong, end with something like, "Finally, unless we are willing to give up a significant market share, we have little choice but to proceed with this purchase."

So, the next time you are called to the boss's office, do a little chair-flying ahead of time and ensure your success.

Ed Rush is a "friend of the firm" and a Marine Corps fighter pilot and productivity expert. His principles come directly from over 10 years of flying high-performance fighters in and out of combat. Ed has a passion for teaching individuals and business owners how to get more done, in less time, with less waste, to finally allow themselves the freedom to enjoy life.

You can find out more about Ed at his website:

www.EdRush.com

We would LOVE to discuss either of these two articles with you, and how we can help you implement them. Give us a call today!

Tax and Finance Corner — What To Do After Filing..

Here's a few thoughts for what our individual and family clients can do now that you've finished your taxes

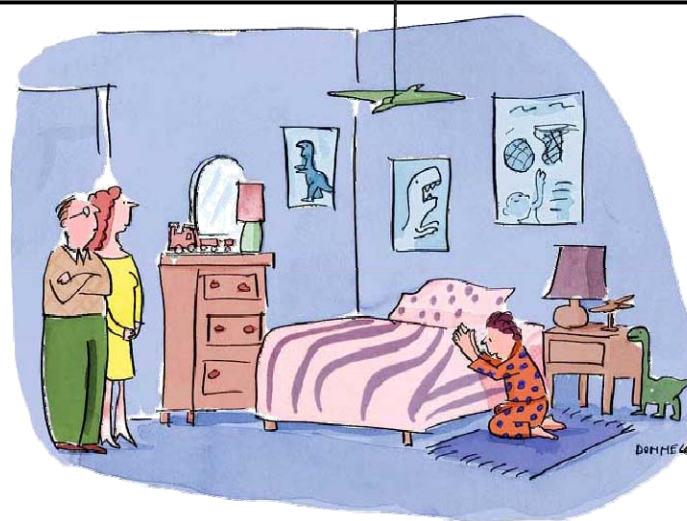
- Where's your refund? If your refund hasn't been deposited to your bank account or been mailed to you in the three to four weeks after you filed, you can check its status on the IRS Web site using the Where's My Refund application. You should allow at least 7 days from the time you file your return before checking with the IRS.
- What about the Government Rebate Checks? The IRS has an Online Stimulus Payment Calculator on their website. (www.irs.gov) Simply type in some numbers from your completed tax return and you'll see how much of an additional rebate you'll be receiving. We've also included a schedule of when payments will be sent out on the back.
- Withholding. Is it time to change your numbers?

By adjusting your withholding, you'll make sure that you have just enough money deducted from your paycheck to cover your taxes, but not too much to have a huge refund, nor too little to have a sizable balance due. You can calculate how many withholding allowances to claim using the IRS' withholding calculator, and then use those figures to fill out a new W-4 and submit it to your employer's payroll department.

- Storage: You will also want to keep your finished tax returns in a safe place. You'll want to keep a copy of the return, plus any supporting documents, for at least three years. That's how long the IRS has to ask any additional questions (a.k.a. audit) your return.
- Most of all, as usual...ask us if you've got any questions! This is, after all what we do.

WE WELCOME REFERRALS!

Did you know we can help you or any of your friends, family or acquaintances save time and money with their financial records? Not only is it nice for us to receive your referrals., **we LOVE to reward our clients for referrals...!**



"God bless mommy, God bless daddy; and God bless their accountant."

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A Thought For June

"Any fool can make things bigger, more complex, and more violent. It takes a touch of genius - and a lot of courage - to move in the opposite direction."

Albert Einstein

The Presidential Influence Behind Father's Day

Many are familiar with the historic Father's Day story of Senora Dodd, the young woman who in 1909 advocated for a day to recognize the contributions of fathers everywhere because she was so grateful to her father for raising six children after losing his wife. While Dodd's efforts were paramount to the origins of Father's Day, several American presidents were influential regarding its nationwide spread. Just six years after the first Father's Day, President Woodrow Wilson's family celebrated the holiday at the White House (historic reports indicate that Wilson enjoyed the event). In 1924, President Calvin Coolidge announced that he publicly supported plans for a national Father's Day observation. In 1956, Congress passed a Joint Resolution to recognize the holiday. Ten years later, President Lyndon Johnson proclaimed Father's Day to be an official national holiday that year. In 1972, President Richard Nixon enacted legislation to make Father's Day a permanent national holiday to be observed on the third Sunday of every June.

Modern presidents issue proclamations on Father's Day to demonstrate their support of the observance and of fathers in general. Last year, President George W. Bush noted in his proclamation that ". . . we honor the men who have taken on the great joy and responsibility of fatherhood, and we celebrate their extraordinary impact and influence. All Americans are especially grateful to the many fathers who are serving their country as members of the Armed Forces."

TRIVIA CONTEST OF THE MONTH!

We've been passing out gifts like candy! **Time for your turn!** Be one of the first TEN callers with a correct answer, and you will automatically be entered into a drawing to **win a \$50.00(!) gift certificate to a great restaurant ...on us!**

June's Trivia Contest Question:

What was the first permanent English settlement in North America, which is located at present day Yorktown, Virginia?

- A) Jamestown B) Erehwon C) Plymouth D) Salem E) St. Augustine

Call our office right now with your answer!

Here's why we do this... even after tax season, we like to interact with our clients more. We love it when you call—so we've created a FUN way for you to call us more!

May Trivia Contest Winner!

Last month's question: *What seventies sitcom spawned hit singles, including "I Think I Love You"?*

- A) The Brady Bunch B) **The Partridge Family** C) The Mod Squad D) Laugh-In E) The Maltese Bippy

Your Name Could Be Here!

This lucky client received a \$50 Dinner Certificate on us. Will you be next? Call our office with this month's correct answer.

Why The Cards Are Stacked Against You When In Debt

Americans are mired in debt. According to the Federal Reserve, consumers had racked up \$943.5 billion in revolving credit by the end of 2007. What's the big deal? Run that debt up so high that you can make only minimum payments and you'll find yourself in a situation you can't get out of. For example, if you have \$17,000 of unsecured debt, the first \$400 you send in each month won't begin to reduce the \$17,000; it's just taking care of interest and penalties. What's more, if you miss a payment, you might get hit with a "universal default" clause included in your credit card agreement — which gives your credit card issuers the right to raise your rates in any way they see fit at any time. This can cause your interest rates to soar and, in some cases, can double your monthly payments. Penalty rates can run from 19 percent to 24 percent; folks with bad credit can be charged 29 percent and higher. Watch out, friends!

REAL June

Events and Facts: (aside from the obvious...)

- 1: Pen Pal Day
- 2: Leave the Office Early Day
- 2: Yell "Fudge" At The Cobras in North America Day
- 7: Cheer Coach Day
- 8: Racial Unity Day
- 13: Blame Someone Else Day
- 16: Fudge Day
- 19: Recess at Work Day
- 19: Juneteenth
- 21: Vinegar Day
- 22: Stupid Guy Thing Day
- 23: Let it Go Day
- 30: Please Take My Children To Work Day

- *June is...
 - Lane Courtesy Month
 - National Soul Food Month
 - National Accordion Awareness Month
 - Rebuild Your Life Month
 - National Candy Month
 - Perennial Garden Month

- * June 2, 1896
The Radio was patented
- * June 6, 1933
First Drive In movie theater opens in NJ.
- * June 26, 1498
The toothbrush is invented
- * June 11, 1982
ET: The Movie opens in theaters

Blessings To You and Your Family This June!