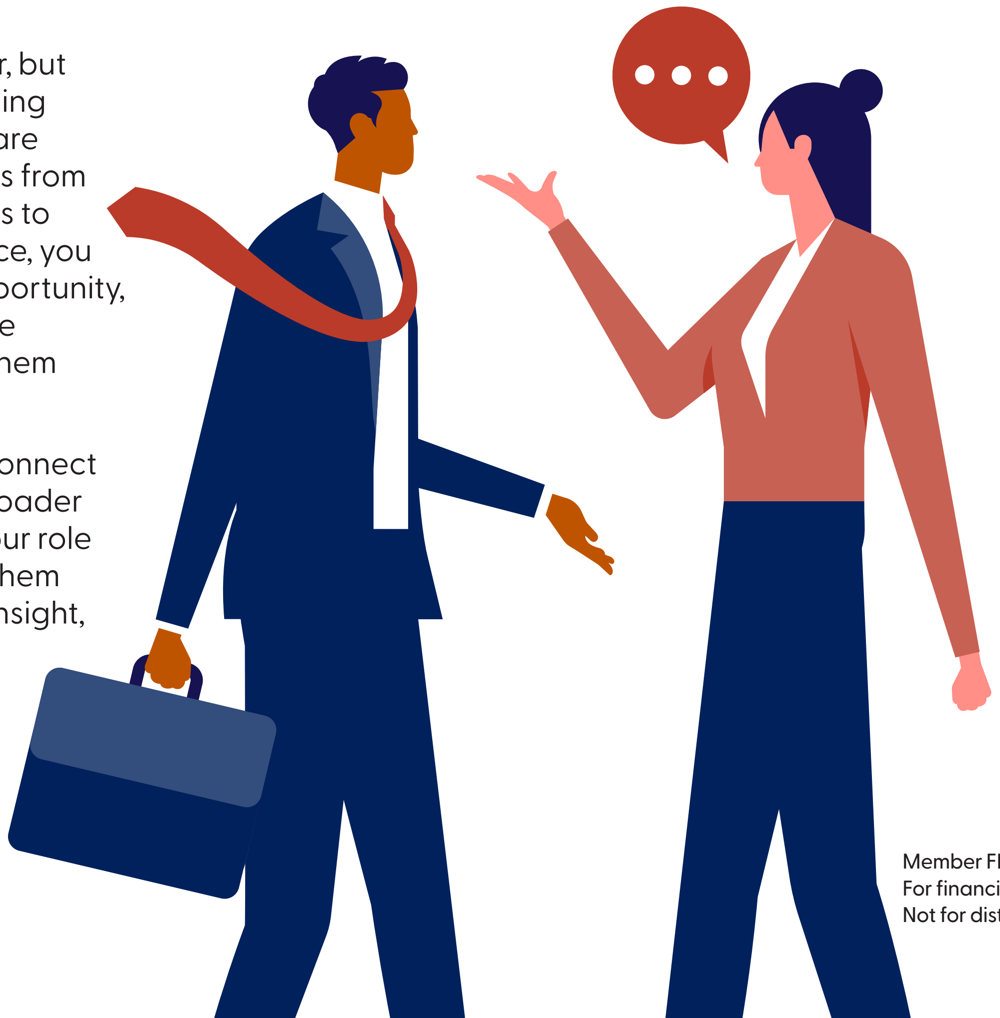
3 Ways to Make Tax Planning a Year-Round Client Conversation

Tax season may open the door, but the most meaningful tax planning happens long after the forms are filed. By evolving conversations from reactive, once a year checklists to proactive, year-round guidance, you can help clients anticipate opportunity, navigate complexity, and make strategic decisions that save them money over time.

Use these three strategies to connect tax planning to your clients' broader financial lives and reinforce your role as a trusted guide who helps them move forward with intention, insight, and confidence.



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1 Tie Tax Planning to Life & Market Events

Schedule quarterly or semi-annual planning check-ins

Flag major life changes as tax planning triggers

Coordinate outreach immediately following key events

Trigger events to monitor

☐ Marriage, divorce, birth, or adoption

☐ Job change, promotion, or business sale

☐ Inheritance or liquidity event

☐ Equity compensation or large bonus

☐ Significant market volatility

Planning actions

☐ Reassess income timing and tax brackets

☐ Evaluate retirement contributions and charitable strategies

☐ Identify tax loss harvesting or Roth conversion opportunities

2 Embed Tax Efficiency into Investment Decisions

Review asset allocation across taxable and tax advantaged accounts

Incorporate tax considerations into rebalancing decisions

Monitor income thresholds throughout the year

Key focus areas

- ☐ Place tax inefficient assets in tax advantaged accounts
- ☐ Harvest losses to offset gains
- ☐ Time sales for long-term capital gains treatment
- ☐ Manage AGI to reduce Medicare surcharges and other income based taxes

3 Plan Ahead to Reduce Future Tax Exposure

Review long-term tax strategy annually

Coordinate with estate attorneys and tax professionals

Monitor tax law changes and upcoming sunsets

Planning actions

- ☐ Evaluate Roth conversion strategies to manage future RMDs
- ☐ Review estate plans for step up in basis opportunities
- ☐ Assess gifting strategies using annual and lifetime exemptions

To learn more about how LPL can support you and your clients, reach out to your LPL representative.

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