

Year-End Pension Plans Participate, Don't Procrastinate!

It's that time of the year when business owners can't procrastinate . . . they must take action now! Most small businesses are taxed on a calendar year basis and must adopt a retirement plan by Dec. 31 if they want to receive an income tax deduction for 2011. What this means, simply, is that the plan documents must be signed by year-end. The plan contributions do not have to be made by that date, the business actually has until the due date of the business' tax return or extension date to complete the funding of the plan.

There is still time to establish new plans for the 2011 year and most existing plans can still be amended to increase benefits and contributions. Don't forget, the law has been changed to allow a business to tax-deduct contributions to both a defined benefit plan AND a defined contribution plan so even if a plan exists, the business still can benefit from increased deductions by adding a second 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 about what plan would be right for them? Remember, American National's Pension Sales Department custom-designs a plan for each specific

situation. Just send us a census of the employees and a few brief comments about the owner's goals and we will prepare a customized plan proposal for you. Once the business owner sees the significant tax savings available to them he or she will want to get a plan started immediately.

In addition to creating innovative plan designs and providing all of the necessary documents for any type of plan, we also offer flexible products designed specifically for retirement plans. To complete the package, our pension administration department provides complete and ongoing plan administration services at extremely low fees.

Remember, getting a plan document signed by Dec. 31 is all that is necessary to secure a 2011 tax deduction. American National makes adopting a plan easy. You can download the plan documents from our website, or you can call us and we will e-mail them to you.

Don't procrastinate, contact the pension sales department today at 888-909-6504, or e-mail pensionproposals@anico.com if you have questions or would like to discuss a specific case. Remember, there's only a short time left for your procrastinating clients to participate in this year's plans. You can fax in a proposal request to 409-766-6995 or complete the online proposal request form on our website <http://img.anicoweb.com>. We look forward to hearing from you!!

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