

# “Tax Matters For Dentists”



*By Dr. Murray Arlin*

I am pleased to write this testimonial for the team at TMFD Financial. Let me state at the outset that I am not an employee or a paid consultant for them. I am, however, a very satisfied client, and I would be pleased to act as a reference for their prospective clients.

I must admit that I sat on the fence for a long time before I decided to work with any financial advisors, however all along I had a guilty nagging feeling that I would benefit from this service, and that I really needed to overcome my procrastination and actively look into it.

I had the advantage of attending many seminars sponsored by several different financial advisors and in particular I had the opportunity to speak at length with the principles from TMFD Financial, namely Mike Lakhani, Chris Molloy and Stive Farronato. In comparison to the other companies, I found them to be particularly competent and “people friendly”. Despite this, I still delayed in committing to anyone for too long. I was hesitant to make any changes and complicate my already busy life and I rationalized to myself that I was probably in pretty good financial shape. After all, I had tried to coordinate my own affairs over the years, working independently with my accountant, lawyer, stockbroker and insurance agent. I had some degree of confidence that independently, they were “probably” and “hopefully” doing a good job. However, I knew deep down inside of me that there was room for some, and maybe alot of improvement! I knew in my heart that a coordinated approach, quarterbacked by a **trustworthy and competent team**, would likely provide significant benefits to my financial and legal affairs.

After careful consideration of several financial advisors, TMFD Financial stood out above the rest and they had gained my full confidence so I decided to commit to them. Since I made that decision I am pleased to say that I have no regrets and that I think it was the best financial decision I ever made!

When I look back at the reasons for my initial procrastination, I realized I had several personal barriers that had been stopping me from pursuing this coordinated approach. I suspect my list of barriers would be similar or the same as many potential clients. So below is my partial list and some of my comments on how I overcame my barriers!

## **1) Change is difficult! Will I benefit from TMFD Financial services?**

Change is difficult! As Tony Robbins says, we humans usually need to reach the point where we have enough dissatisfaction i.e. “pain”, with a current issue until we reach the point where we say “I’ve had enough and I’m not going to take it anymore!”. While this applies to many things in life, it also applies to each individual deciding to take control of their own financial well-being, because the “pain” of financial mismanagement is worth the effort to make a change. Once the change is made, the “pleasure” of the benefits outweighs the “pain”. This has been my experience and others I have spoken with, who work with the TMFD Financial team.

**2) Am I willing to invest my personal time and effort to go through the planning and implementation process? How much time and effort are involved?**

Of course you do need to make some time commitment to make the change. The amount of time of course will depend on the complexity of your financial life. In my case it was quite complicated and we met about 6 times on various Fridays for several hours each visit. I actually looked forward to the meetings, as the team was very welcoming and I was excited to see the progress we were making and the competence of whole team. In-between meetings, there were various emails exchanged, and of course initially we did need to gather-up our documents for the TMFD Financial team to analyze.

**3) Can I trust them? How do I know they will be competent?**

The best way to determine if you will be confident that you will benefit from TMFD Financial services, and that they are trustworthy and competent, is to speak to your colleagues who are already working with them. Their office can provide you with a list of dental clients who have given their permission to be contacted by prospective clients, and that includes me!

**4) How much will this cost, and will I get my money's worth?**

TMFD Financial will cover this with you but I think their initial offer is a "loss-leader" for them. When I worked initially with them they charged \$2,500 (which is tax-deductible), which would be for a comprehensive initial analysis of your affairs. In my personal case, this fee was a pittance for the time and effort they invested. If you choose to have their accountants take care of your personal and corporate tax returns, I believe they charge a fee of \$5,000 which is very reasonable as I had paid more than double this amount prior to me becoming a client. There are other benefits that were a very pleasant surprise to me. For example, I needed to do a major overhaul of my wills and estate planning. TMFD Financial, through their legal department, provided me with an excellent lawyer (at no additional charge) who spent many hours of time analyzing my current will and estate planning, and mapping out the groundwork for my new wills and estate planning affairs.

**5) Will I have to terminate my relationship with any of my previous advisors?**

NO, is the simple answer. I experienced a cooperative working relationship between TMFD Financial and my previous team of advisors. Clients have the full freedom to keep their previous accountant, lawyer, insurance agent, etc. and be confident that TMFD Financial egos are left at the door and that they will work cooperatively with your advisors.

In summary, I spent many years carefully investigating who I would work with as my Financial Planner. I decided to commit to TMFD Financial, and very strongly recommend them.

Sincerely,

*Dr. Murray Arlin, D.D.S., dip. Perio., F.R.C.D.(C)*