



## Common Misconceptions about Taxes in Retirement

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Tax efficiency is one of the biggest factors in a successful retirement plan, yet most pre-retirees and retirees give it little thought. When faced with basic taxation questions, most retirees don't know the answers.

Taxes in retirement can be a nightmare. 401(k) plans, IRAs, and other retirement accounts come with tax traps that even the smartest people miss. Why? Because, contrary to popular belief, many different taxes come into play in retirement, and the way the tax code works creates what's known as the taxation domino effect. This happens when taxable withdrawals cause other sources of retirement income to be taxed as well, pushing you into a higher bracket and costing you more than necessary.

So, what can you do? First, you have to understand how the tax code actually works in retirement. From there, you can develop a plan to adjust your retirement assets and income streams to mitigate the domino effect and move your retirement plan toward a tax-efficient, potentially tax-free position.

Join us this weekend on The Retirement Money Matters radio show to test how much you really know about taxation in retirement. We'll address common misconceptions and give you the information you need to get as tax-efficient as possible.

The show airs on Saturday morning at 6 on WIBC (93.1 FM), Saturday morning at 8:00 on 930 AM The Answer in Sarasota, Sunday morning at 8:00 on WWKI (100.5 FM), or anytime online at [www.theretirementmoneymattersshow.com](http://www.theretirementmoneymattersshow.com). You can also obtain this information by reaching out to us at Hayes Advisory Group at 452-PLAN (7526), 800-939-1603 or [brian@hayesadvisorygroup.com](mailto:brian@hayesadvisorygroup.com).

## T. BRIAN HAYES

### FOUNDER & PRESIDENT

T. Brian Hayes is the Founder, Owner, and CEO of Hayes Advisory Group, boasting over 30 years of experience in guiding clients towards their retirement goals. Specializing in pre-retirees and retirees, he ensures clients understand their planning options and tailor's strategies to their unique needs. A strong advocate for education, Hayes regularly writes and speaks on financial topics, hosts a weekly radio show on retirement, and instructs for The Prepare Institute, a 501-3 non-profit educational institution. He holds memberships in prestigious financial organizations like The Indiana Network of Estate Planning Professionals and The National Association of Insurance and Financial Advisors. Hayes is a distinguished member of the Million Dollar Roundtable (MDRT), with multiple honors recognizing his professional expertise and ethical standards. Based in Central Indiana, he serves clients across the U.S. and Canada, residing with his wife and three children.

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