



Advising Boomers in a World of Higher Taxes

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Did you know?*

- There are approximately 76 million baby boomers
- They represent over \$15 trillion in assets
- 61% are concerned about rising taxes and inflation
- Only 31% say their advisor has talked to them about their retirement goals

Beginning in 2011 tax laws may change, and not to the benefit for many investors. Unless new proposals pass by year-end to eliminate or modify these changes, investors need to be prepared for higher taxes.

Income tax bracket	
2010	2011 (potentially)
10%	Eliminated
15%	New lowest bracket
25%	28%
28%	31%
33%	36%
35%	39.6%

Tax changes offer advisors the opportunity to provide clients and prospects much-needed clarity and guidance at a critical point in their planning.

While you may not be in the business of providing tax information, all indications are that investment professionals who are proficient in tax changes and the planning strategies they present, help differentiate you from the competition and add value to existing relationships.

Downloadable materials include:

- Advisor Deep Dive: To help you get in front of the trends
- Advisor Action Plan
- Client Checklist

You can also find out more about Janus' 45-minute client-use seminar that will help you in these tax discussions with clients and prospects.

Learn more from tools designed to help you bullet proof client relationships, uncover client assets and build relationships with other professionals.

Download Janus' materials on [Advising Boomers in a World of Higher Taxes](#).



Please consider the charges, risks, expenses and investment objectives carefully before investing. Please see a [prospectus](#) containing this and other information. Read it carefully before you invest or send money.

*Source: McKinsey and Company "Cracking the Retirement Code" 2008

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