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# LEARN | Income Taxes: What You Need to Know Now

5 minutes

There are a lot of nuances to income taxes. Here are four ways to help you get a full picture of your client's income.

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## Key Takeaway

When you understand a client's income sources, filing status, deductions and effective tax rate, you can identify strategies to help build better outcomes.

## 4 Key Things to Know About Your Client's Taxes

Select each item to learn how it factors into your client's overall tax picture.

Filing Status

Sources of Income

Tax Deductions

Effective Tax Rate



## Next Step

Suggest an annual review of clients' tax documents such as W-2s, Form 1040, 1099s and K-1s.

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## Understanding the Effective Tax Rate

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