Case Study: The Cost of Fragmented Advice for a Physician

Background

Client: Dr. Smith, 48, orthopedic surgeon
Compensation: $550,000/year (W-2 from hospital + 1099 consulting income)
Assets: 401(k) at hospital ($1.1M), Taxable brokerage account ($750k), Practice building LLC, Two rental properties
Advisors Before: CPA for annual tax return, Bookkeeper for rental properties, Financial advisor at large brokerage

Scenario A: Separate Firms

Issue	Impact
Tax Oversights	Advisor rebalanced brokerage account → $85k capital gains → NIIT + reduced QBI deduction.
Retirement Plan Mismatch	Missed Solo 401(k) → $30.5k lost tax-deferred contributions.
Cash Flow Strain	Underfunded Q4 tax payment → $4,200 penalty.
No Integrated Exit Planning	Missed 1031 exchange prep on practice building sale.

Total Estimated Lost Value: ~$54,000 in taxes + $4,200 in penalties + loss of future tax-deferred growth.

Scenario B: Integrated CPA + Tax + Financial Planning Firm

Action	Benefit
Tax & Investment Coordination	Mid-year projections + gain/loss monitoring → avoid tax surprises.
Coordinated Retirement Plan Design	Max hospital 401(k) + Solo 401(k) + Defined Benefit plan.
Cash Flow Integration	Aligned with estimated tax schedule → no penalties.
Strategic Real Estate Structuring	Prepared for 1031 exchange → major future tax savings.

Total Estimated Annual Savings: $34,000 tax savings + $30,500 new retirement contributions + $4,200 penalty avoided + future real estate tax savings.

Integrated Tax + Wealth Planning for Physicians

Don’t let fragmented advice cost you tens of thousands each year. Our physician-focused team handles your tax, accounting, and financial planning under one roof—so your money works harder while you focus on your patients.