

**John and Mary Sample
1999 Tax Variance Analysis**

	Projected	Actual	Difference	Pct. Of Actual
INCOME				
Clientco W-2 Income	\$1,834,211	\$1,833,961	\$250	0.0%
Interest	15,400	15,266	134	0.9%
Clientco Dividends	40,611	40,611	-	0.0%
Dividends	105,400	106,000	(600)	-0.6%
Capital Gains ¹	316,052	325,560	(9,508)	-2.9%
State Tax Refund	860	860	-	0.0%
Passive Income	-	-	-	N/A
Less Self Employment Tax	-	-	-	N/A
Adjusted Gross Income	\$2,312,534	\$2,322,258	(\$9,724)	-0.4%
DEDUCTIONS				
Illinois Taxes ²	\$68,000	\$70,868	(\$2,868)	-4.0%
Real Estate Taxes	29,722	29,514	208	0.7%
Mortgage Interest	12,505	12,612	(107)	-0.8%
Investment Interest	-	-	-	N/A
Charitable Contribs—Cash ³	9,500	12,500	(3,000)	-24.0%
Charitable Contribs—Property	26,050	26,050	-	0.0%
Miscellaneous Itemized	-	-	-	0.0%
Less Reduction	(\$65,578)	(\$65,870)	292	-0.4%
Total Deductions	\$80,199	\$85,674	(\$5,475)	-6.4%
Taxable Income	\$2,232,335	\$2,236,584	(\$4,249)	-0.2%
Federal Income Tax	\$795,220	\$796,174	(\$954)	-0.1%
Self Employment Tax	-	-	-	N/A
TAX LIABILITY AND PAYMENTS				
Total Federal Taxes	\$795,220	\$796,174	(\$954)	-0.1%
Total Federal Payments ⁴	391,659	391,659	-	0.0%
Amount Due 4/15/00	\$403,561	\$404,515	(954)	-0.2%
Total Illinois Taxes	\$67,042	\$67,247	(\$205)	-0.3%
Total Illinois Payments	\$68,000	\$70,868	(2,868)	-4.0%
Amount Refunded 4/15/00	(\$958)	(\$3,621)	2,663	-73.5%

¹ Capital gain projection excluded sale of stock inherited from uncle 6/99.

² Client accidentally overwithheld on Restricted Stock vesting 12/31/99.

³ December contribution of appreciated stock to Heart Association was not included in projection.

⁴ Minimum withholding target for 1999 was 105% of your 1998 liability of \$373,008, or \$391,659.