

The 9 Biggest Mistakes Executives Make With Their Compensation

Number 1 – Failure to negotiate the best deal possible. Why? Because you haven't done enough research or consulted with someone who can tell you what you should be asking for.

Number 2 – Failure to negotiate or exercise your stock options effectively. I've identified 6 ways you can screw up stocks options that can cost you big bucks but that you can easily avoid.

Number 3 – Failure to properly plan when transferring to the U.S. or when accepting offers from U.S. based companies.

Number 4 – Failure to take into account that Canadian pension and tax rules are geared for middle income earners, not executives. If you want to retire in the manner to which you've become accustomed, you're not going to do it with a Registered Pension Plan or a Registered Retirement Savings Plan – the limits are simply too low.

Number 5 – Failure to negotiate a good flexible benefits package. A properly designed flexible benefits package can give you terrific tax breaks plus save you money.

Number 6 – Failure to use tax exempt life insurance as part of your retirement strategy. There are some fantastic tax benefits using this strategy.

Number 7 – Failure to negotiate the right kind of disability coverage. After you are disabled, it's too late.

Number 8 – Failure to negotiate perks that make economic and tax sense.

Number 9 – Failure to negotiate a good termination package. Any good plan has to have the downside covered.

If you would like the complete text on this topic, email me at info@jonathanflawn.com or call me at 416-936-PLAN (7526).