



*Dallasite Morey Glazer is a tax collector—sort of.*

## Money Missionary

After 18 years as an accountant, Morey Glazer of Dallas decided to become a tax collector—of sorts. "I love collecting taxes for people, not Uncle Sam," he says. So Glazer started Glazer Financial Group, a money management concern that specializes in reducing tax bills and putting funds to work intelligently.

Calling himself the consultant's consultant, Glazer points out that there really aren't any tax shelters anymore. "The government won't let you get away with pouring money into deals that aren't legitimate and financially sound just to avoid paying taxes," he says. "The whole game is deferral. Every entity you create outside yourself is deferral; you move money between those entities."

Glazer's group works heavily in pensions and benefits, and Glazer

feels strongly about taking a conservative approach to financial planning. He and his team even conduct seminars for companies, professional organizations, and institutions to espouse their theories. They're kind of money missionaries who enjoy showing people how to get as much from their money as possible.

Among Glazer's clients are famous athletes, movie stars, and other entertainers. "They really need help," says Glazer, "because many of them won't always have high visibility with the public. That means they have to deal wisely with their money now so they will have something later on." The Glazer Financial Group handles more than 200 corporate accounts as well, and it has opened a satellite office in Las Vegas.