

THE POWER OF FOCUS

April 2019

“At our Firm,
Your Estate Plan
is Not Business,
it’s Personal...”



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Great leaders are almost always great simplifiers, who can cut through argument, debate, and doubt to offer a solution everybody can understand.
- Colin Powell

We live in a world of distraction. On any given day, I have – over 50 e-mails, a dozen phone calls, networking events, a practice and my family to care for... every single day. As it was very much humored in the NyQuil commercial, there is no “day off” when you are a parent. This is not a complaint, just the reality of the world we live in today. I have actually written about this in the past, however, the importance of this conversation is so powerful that it is worth bringing it up to the forefront once again.

One thing that takes undivided attention in my profession is drafting legal documents. This usually entails being free of any potential distraction – pop-up e-mails, unscheduled calls, or other ‘emergencies’ any office may face. 😊 a world that encourages multi-tasking (which I admit I have been told I excel 😊), finding single-minded purpose might go against current culture, and may also very well be discouraged by peers.

However, the reality is that nothing of quality or meaning takes place without putting some real thoughts behind your acts, be it work or family. There are many things you can do to help cultivate this state of mind. One of the most efficient ways is to start massively reading, and getting into the habit of doing so daily. By reading other people’s life experiences, ideas and contributions, you soon realize that historical figures had given up much to achieve their goals. You guessed it, without fail, each of these successes was preceded by a great amount of concentration on a task.

There is also an added benefit to harboring your power of focus, and that is creating a sense of meaning. Though many may think those Instagram posts are where your attention should be aimed, you will notice that cutting out the majority of distractions and simply putting time and energy into a few worthy causes are what actually brings a great sense of fulfillment. One client I had likes to say that he brings intent into everything he does. Whether it be for wealth accumulation, relationship building, or the intent to do nothing, he literally carries that intent prior to undertaking the task. I thought it was an interesting frame of mind. And based on his family and professional life, those are some rather solid pointers to follow I reckon.

Though the culture is moving towards a mindset of instant gratification, I am here to encourage you to go against the grain. Dare not to fit in with your peers all the time, take the time to be alone with no distraction and your obligation staring you in the face. Those moments of solitude can be gratifying beyond measure.

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SPECIAL ANNOUNCEMENT

April is the celebration of Earth Day... Sounds like a good reason to pause and reflect a bit! With all the talks about going to Mars, we as a species may take our actual planet for granted at times. We here at the Asset Protection Center believe there is plenty to see and explore here on Earth, so Elon Musk can go on his adventure without us on this one!

This month we will have authors Marshall Goldsmith and Mark Reiter – What Got You Here Won't Get You There book summary. This is a topic of great interest. No matter the success you may have had thus far, life is about constant growth and evolution. 😊 This type of thinking will keep you strong and driven. We'll take a dive into the psychology of it all.

The old adage – location, location, location is one that holds very true in real estate. But we will show you why elders need to think one step deeper when making a decision as to where to live.

For many of you, this will be the spring break for your children, so we encourage you to go out and celebrate the free time they have been given! If you have time to get an estate planning done, then by all means, drop on by our office!

THE DEMISE OF A GOOD PERSON

High School used to be a very stressful time for me, and I am sure for an array of people. Weekly exams, sporting activities, the pressure of fitting in, and of course, extracurricular activities, to make sure your college applications looked like a 'complete' and well-balanced student were par for the course. Looking back, that was, and continues to be a lot to ask of people from the ages of 14 to 18.

Add the fact that English was not my first language and the educational system was vastly different than my European upbringing, this caused a lot of turmoil growing up. Yet, in the midst of it all, I somehow managed to remain young at heart. So much so that, though I did not quite appreciate all the intricacies of the show at the time, there was still the mandatory TV time on Wednesday night for Beverly Hills 90210. Come on now, how many of you tried to grow those sideburns made famous by the character Dylan? Coming from Asian decent, that was unfortunately not an option. As usual, I digress...

The popularity of that show in the 90's defined a whole generation. It is not a stretch to say that Generation X, the one I am part of, was strongly influenced by such TV hits. Well, as you may have heard by now, the passing of one of its actors, Luke Perry, made the news this month. An outpour of cries was felt throughout the Hollywood community and many people that grew up with that show. Despite the different TV tastes we all could have, one thing seems certain, Luke Perry was a genuinely good soul. Someone who not only cared for his family, but was involved in countless charities, a good person to everyone around him. You often hear about celebrities' trouble with the law, or their rather diva-esque behavior. That was not the case for Luke Perry.

At 52 years old, you would never imagine that he would pass away from a massive stroke; especially considering he appeared to live a healthy life by all moderate measures. Unfortunately, working in the field that we are in, it is something we see too frequently. For better or worse, we are often reminded of our own mortality because of what this office does. However, for the people in general, it is only when a celebrity passes that the question of estate planning ever comes to mind.

Well, unlike many of our articles of the past, the good news for the Perry family is that he had indeed handled his estate plan, and had everything in place. As of right now, his net worth is approximated at \$10 Million, which will fortunately leave his family with a nest egg which will incur no estate taxes... Leave it to an estate planner to mention such a detail.

Be that as it may, having your legal and financial orders in place is an imperative task. If you are not convinced by now, then by all means, take a look around you. It does not need to happen to celebrities either to remind you of its importance.

Again, we encourage you never to be afraid of the process. If you should have any questions, if you are concerned about high legal fees, simply educate yourself on the topic first. Contact our office at 714-966-2646 and ask the array of free educational courses we provide... Again, at no cost! Don't be afraid to reach out and ask questions!

What Got You Here Won't Get You There

Marshall Goldsmith and Mark Reiter

This book is a very interesting approach to what many may consider 'common' thinking. A simple way to summarize the book – what separates you from your ultimate goal may not be technical skills, but a behavioral one. You may want to read that one more time. If you have been working within an organization, a project where you feel stagnated, this may just be the one read that will provide you with a fresh new perspective. One that could make all the difference in the way you approach any undertaking.

The first portion focuses on the double edge sword of success and praise at work. Why would getting praise be good you may wonder? Well, for one it builds confidence. It often times enables individuals to grow and dare to make more decisions. The downfall? The thinking that any inkling of success stems solely from you. This is not harmful simply because of the ego that could be created, but rather a false set of thinking mechanics that you would falsely associate to your success. The moral of this caveat – stay humble in your approach.

The authors then go through a laundry list of 20 habits that will not work in your favor. You want to pick up the book if for nothing more than those habits, as some of them may be very counter-intuitive. However, that is the whole point of this book, just looking at a set of obstacles from a different lens could help you build a monumental mind shift. They even talk about the blinding effects that goal setting can have on a person... Shoot, don't we wish we knew that before the beginning of this year! 😊

Finally, after feeling a bit... beat up from recognizing all the flaws mentioned in the book, the authors provide you a road map to help you do better. Among the many characteristics you want to harbor, candor and gratitude are the ones that came up regularly. On a separate note, it is incredible the amounts of authors, influencers, and countless experts that mention gratitude over and over again as a quality to harness. There may be more to this than what you may scratch at the surface. Authorities in businesses to religions keep mentioning gratitude as the one factor that has helped them kickstart down a new path. Again, you may consider this one in greater depth.

I was once told a quote that echoes the title of this book "What got you to Egypt will not get you to the Promise Land." As you are going along this journey with us, we hope your mental and spiritual growth are enjoying the ride as well. We hope each of these books bring you a bit more encouragement in your daily life! Keep it up and keep reading!

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In an effort to always educate you in all things legal, it is also my desire that you continue to do so in all aspects of your life. As the year is progressing along, stay encouraged and know that anything worth pursuing takes time.

As always, we continue to provide complimentary self-educational material for whatever legal questions you may have, always feel free to reach out to my office, and we'll send it to you free of charge! Have a wonderful month!

Why Baby Boomers Shouldn't Just Consider Location For A Retirement Dream Home

If you're a baby boomer dreaming of having a retirement home, you might be one of those looking to retire to a warm weather state and to spend great days fishing, golfing or spending time along the beach. However, this dream can easily become a huge mistake if you don't plan carefully. Here is another approach you may want to consider.

Truth be told, many of us are attracted to an area for the sheer beauty of its rural setting. Some other things which may influence the decision are - the type of outdoor activities offered in the area, whether there are fun shops around, the art and culture of the city, etc... None of these factors are wrong, and quite the contrary, should be taken into account. But the reality is, when one gets older, the important items in your 40's and 50's may change with time.

Here are some factors you want to take into consideration ☐

Family! Here, naturally you want to consider your children and the high likelihood of wanting to spend time with the grandchildren. Another one that falls under the family umbrella is siblings. Believe it or not, you will soon be shocked by how busy your own children will become over time. As they reach the peak of their professional lives, there will be many family outings which you won't be invited to... I know, it hurts! But, believe it or not, it is not personal. However, I digress. The point is that siblings will become, once again, a fun part of your daily lives. They will face similar struggles as you, assuming there is a close age range. A brother and a sister is a never-ending companion whom you don't have to be overtly polite to, so it works on all fronts.

Healthcare amenities. Sorry, not the sexiest topic for sure. However, if there is a chronic medical condition in your family, those are the issues you want to take into consideration as you get older. Settling in an area where the medical community is strong and easily accessible is imperative.

Airport. Believe it or not, the first years into retirement statistically show them to be the most traveling in one's life. Thus, make it convenient and easy for yourself.

There you go, here is an overall more... holistic approach to choosing your 'retirement' home. Weather and location indeed are great, but they are only factors in a scheme of several competing interests that will change in a short amount of time. Try to fit in as many of those benefits as you can within a close proximity, and you should be fine! Good luck and make sure to get your estate plan in order!



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Earth Day 2019

When looking at our archeological history, it is quite astounding to think that humans outlasted many of its predecessors. From an anatomical perspective, we were never the strongest, the fastest, nor did we have any particular attributes which separated us from other species to ensure our survival. Our advantage? Our adaptation and our ability to work in groups. Thus, thousands of years later, we are luckily still around.

So for Earth Day, let us take it upon ourselves and play our role in protecting endangered species, sea creatures and plants all over the world. On April 22, we observe and celebrate Earth Day!

This year's focus is to protect and save the species. The Earth Day Network is inviting us to nominate a plant or animal species that we love.

They'll then choose 52 species, one each week, for their Earth Day Poster for 2019. Let's elevate our understanding about them and foster action that will stop their reduction all over the world.