

PROTECTING THE FORT

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



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*If you cannot do
great things, do small things
in a great way.*

- Napoleon Hill

Warning: This article may be a bit on the ‘spiritual’ side for those of you pragmatic ones out there! Anyhow, this is our last newsletter of the year, so we hope you close out this year strong and with many of your goals accomplished! Now, on to my story...

I was meeting up with a friend for coffee not too long ago, and the conversation led me to realize something very interesting about us as humans. In short, this girl is lovely and has a heart of gold. There we were, catching up and seeing what was new in our respective worlds. Then, the topic of relationship and personal fulfillment came into discussion. Let me be clear – everyone of us, with a little experience under our belt, has gone through the ups and downs of life. That is what being human is all about.

However, somewhere in the conversation, it dawned on me that the manner in which she conducted herself could easily harm what she was wishing to accomplish. Let me elaborate. First, she went on to explain how she had not met anyone in her life. A sad situation for anyone of course! Yet, as she continued, she proceeded to lay out all the negative things about men in general, how unreliable they were, what she did not like, how she did not like meeting new people, and the list went on.

In her career, much of the same talk continued. The jobs were not paying enough, it gave her no reason to work harder or show commitment, and... you get the idea. My recommendation to you dear reader is, stay away from this type of pushing and pulling mental talk going on inside your head. As conscious beings, we may at times attach too much importance to our reasoning minds. Yes, the conscious mind is our... hard drive if you will. It helps you articulate what it is you desire, how to think things through.

But another part of the mind that is equally as important, if not more so, is the subconscious mind. Some say the subconscious mind helps to guide us, warn us, and controls the vital processes; and it is at the seat of memory. It is the dormant giant within you if you will. However, if you keep stating one objective, yet fill the action tank with the opposites, there is no doubt your life will seem like one giant obstacle after another.

The point being – watch your inner dialogue. The subconscious mind perceives by intuition. Should you put a little bit of willpower (conscious mind! 😊) into it, and have both engines work on the same page, the sky is the limit!

To end out this year, my goal is to see you be in a better position each and every year. Yes, there are systems to implement, seminars, and all the technical knowledge you could ever need out there. But with the harmony of the right mindset and the learning curve will be greatly diminished. Thus, to close out the year, I encourage you to first and foremost protect the fort – your mind. The end of the year will have you in more social interactions than usual, from friends to family members.

It is imperative that you do not let naysayers get in the way of your dreams. Stay strong, stay hopeful, but most importantly, have your inner voice be your guiding force! Have an amazing Thanksgiving and Christmas!! We will see you in 2019!

SPECIAL ANNOUNCEMENT

In this month's issue, we will be featuring **Grey McKeown: Essentialism: the Disciplined Pursuit of Less**. This is a book about getting things done the right way and teaching us how to have discipline in identifying what's important and how to get rid of those things unnecessary for our success. As a person gets older, it is not uncommon for that individual to accumulate ‘stuff’ from a young age, whether by nature or nurture, we are often caught in a continuous cycle of more. Author Mckeown shows us a different path.

To send you off with a strong finish, we will have an article called **“Take It from the Billionaires: Personal Finances Tips”** – what advice do the world's billionaires share for success. Indeed, money is not everything; but we can assure you – get that part of your life right, the rest will seem much easier. We can't wait to spill the beans. Jump in and keep reading.

We look forward to seeing you next year! However, remember, our offices are still opened to serve you and your family, so don't hesitate to call us at 714-966-2646!

REFLECTION

Because we are coming to the end of the year, let us take a step away from our usual legal / technical article of the month. Rather, this would be a good time to reflect, ponder and get ready to tackle the next year with more... intent. How you may ask? After all, some of you may feel like you are already giving it your all. But just like with many things in life, some of you may just need to approach the daily challenges via another set of eyes.

How many of these statements sound familiar to you - Money doesn't make you happy / Success isn't everything / You have to live life to its fullest. To all this I say... Well of course! Heck, personally, I think it goes without saying. However, such statements should never be made as an excuse to steer you away from your goals. Don't adjust your plans because you haven't achieved them, rather alter the action plans you have been applying thus far! Take massive action to get to those goals faster.

Saying this, many may think that the reference is to 'doing more' per se. But not necessarily so. Here is where I see the challenge in many consulting clients. They will come to me for an estate planning question. When I ask them simple questions such as "What is your family net worth? How much do you plan to set aside for your kids' education? or How much do you want before retiring?" Those questions are usually met with blank stares. This is not intended to be harsh at all.

The point about this is, like many areas of our lives, the way we approach a task is often met with lackluster preparation. This is applicable throughout many arenas of our lives. Some wait to go work out until they have the best shoes, best coach, best equipment, and the list of excuses continues. The reality is a good thorough research followed by massive action can move mountains!

As we approach the end of the year, much of your time will be preoccupied with the holiday preparation and the family; as it should be. Nevertheless, we will also be blessed with many pockets of time in silence and free time. Take advantage of the situation to really evaluate where you stand, and where you intend to take 2019. Don't be so general in your assessment, think hard and concretely about what it is you want to achieve. More importantly, understand and know the price you are ready to pay in order to achieve those goals.

Like a philosopher once said "the unexamined life is not worth living". After all, there is nothing worse than regret at the end of a career, or worse, a life. Don't let that be you. If you have played your cards right, 2018 was hopefully a great year.

All things considered, we at the firm are extremely blessed for the growth curve we have had as a team. We have remained a boutique outfit, yet providing big firm knowledge to many of our clients. And 2019 promises nothing but continued growth. We make no illusions about it though, we understand the incredible amount of work and commitment it will take, and we are up for the challenge.

To close out the year, we want to encourage you to make an honest inventory of where you are at, and what you need to do to achieve your goals. Despite the on-going glooming news of a serious economic downturn, I encourage you to make 2019 your most ambitious year yet. Together, I have no doubt we will make it our best year yet!

Thank you again for your incredible loyalty, Merry Christmas, Happy New Year, oh, and Happy Thanksgiving of course! See you next year!

Grey McKeown: Essentialism: The Disciplined Pursuit of Less

Have you ever felt overworked but feel less rewarded for it? Have you ever had your time consumed only to feel you have accomplished nothing? Have other people taken advantage of your time and effort? In our day and age, these statements are often reflected in the way people feel. There are more 'to do' tasks on their calendar, yet the feeling of spinning your wheels is ever so present. Attempting to do more is not unnatural when one feels their back against the wall, however, this natural reflex may not be where the answer lies for a long-term solution.

Grey McKeown: Essentialism: The Disciplined Pursuit of Less is your way out from these misfortunes. It is not a guide on how to accomplish more and faster. It won't help you manage your time any better (you may be surprised by that one). It is not a technique to make you more productive at work or get rewarded for the things you've accomplished. Rather, Author McKeown takes a sharp focus on the... essential. The ability to do less things but still feel more accomplished.

This book is geared towards getting things done – the right way. It will teach you the systematic discipline to identify what is 'essential,' and then eventually eliminate the things that are not. If you do this, you will be able to put things in their proper places, do things productively, and everything will flow seamlessly.

A simple exercise could start with your closet. Look at the amount of unnecessary clothing you have at your disposal. As humans, we tend to give more value to what we own than its true worth. The key to simplifying your clothing options is to simply evaluate when the last time you wore a particular piece of clothing. See what ends up happening. The number of articles you have not touched in a year may astound you. Get rid of it! However, this is nothing but a warm-up to the real issue, making your life more meaningful and less busy.

First challenge, you have to determine what is essential for you. These are the things that you should only focus on. Don't waste your time on lists that are not worthy of your energy and time. In this sense, you will be able to prioritize things, people, and tasks. Give others the burden to choose. It is not always your responsibility to make choices for other people. Warren Buffet owes 90% of his wealth to ten of his investments. Think about that for a moment. It is not so much about "what do I need to give up? Rather than what can I go big in?"

Essentialism is a succinct, healthy life approach. This book will not only improve your choices in life, but it will lessen the burden you have been carrying all these years. Once you are able to apply essentialism to everything you do, it will make your life easier yet more meaningful. Not a bad trade off!

Take It from the Billionaires: Personal Finances Tips

□Who wants to be a millionaire?□The famous game show asks. If you're someone looking to improve your personal finances, review your money habits to get ahead and take advantage of personal finances tips from billionaires themselves. Truth be told, it is unlikely such habits, no matter how well honed, will let you attain such financial status. However, it never hurts to listen to wise advise and apply them to your □our□capacity.

One of Buffet's major tenet is we have to live in a frugal and simple manner. For example, it is a very well-known fact and often talked about concept that Buffet bought a home for only \$31,000 (\$275,000 today) in 1958. Despite the mass amount of wealth accumulated over time, certainly the pressure from peers to 'upgrade,' never once has he bothered to purchase a more expensive home. So how does he view success and happiness you may wonder? For him, it is about doing what you love! You must do what you love and you have to do it well. That is a living standard not equal to cost of living □yet it is like living a luxurious life too. When looking at his schedule, many reporters have been taken back by the amount of sheer 'free' time shows up on his schedule. Why? Because that is how much he values the simple act of reading. Not trading, not investing; simply reading. That is one super power that is available to every single one of us, and yet...

On to another concept - having a lot money does not equate to indulging and spending to no end. For the most successful such as - Buffet, Sam Watson (Wal-Mart founder) and Ingvar Kamprad (IKEA founder), having abundant money isn't a reason to overspend. Buffet, after years of pondering decided to purchase a jet. Not at all has this been motivated by the desire to be ostentatious, but rather in the pursuit of saving time. How much you spend is not the only question, but rather to what pursuit is what makes all the difference.

You also have to make your money work for you with a long-term investment strategy, such as index funds or stocks. The Vanguard Group founder, John Bogle, says that there are many things that can distract people from their long-term goals – but they have to stay their courses. He also adds that we must not let false hope, fear, and greed become the reason for making quick □another word for bad□ investment decisions. Success will be for those who stick to their plan and focus on long-term investment goals.

These world billionaires didn't become successes overnight. They worked hard and made excellent money decisions along the way □ and they made money work for them the right way through proper finance management and investment plans.



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Thanksgiving Day is celebrated on the fourth Thursday of this month. Most of us follow traditions and hold different festivities. Spending time with family is perhaps one of the most precious things about this National Holiday. Families living far from each other travel long distances just to be with their loved ones and relatives; some even fly to different states to do it. Thanksgiving Day is known to be the busiest traveling holiday of the year. Keep that in mind as you make travel arrangements.

Part of the holiday is a joyous feast of food and gatherings. Most people also prepare foods together. Traditional foods are mashed potatoes, desserts, such as apple pies, and of course the star of the table – stuffed turkey.

No matter how you celebrate this year's Thanksgiving Day, what's most important is to spend quality time with the important people in your life. Thank you again for your continued loyalty with us on this journey... Enjoy this month and Happy Thanksgiving Day from your friends at the Asset Protection Center!