

THE POWER OF THOUGHT

November 2019

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



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HIGHLIGHTS IN THIS ISSUE

- 01 The Power of Thought
- 02 Preparation
- 03 Book Review
- 03 Why Are We Emotionally
Deep-Seated about the Things
We Believe In?
- 04 What Do People Do on
Thanksgiving Day?

*Don't waste your energy
trying to educate or change
opinions; go over, under,
through, and opinions will
change organically when
you're the boss. Or they won't.
Who cares? Do your thing,
and don't care if they like it.
- Tina Fey*

As the last article of the year together, let's really make this one count! Let's start with one of the most powerful quotes I have run across in quite some time.

Emerson: A vivid thought brings the power to paint it; and in proportion to the depth of its source is the force of its projection.

This one is definitely worth reading again. By no means is this intended to be a “Do as I say” informational piece. The hope is that you will practice it with me to close out the year. If we both do this, 2020 will start on the right foot, and we'll have concrete results to share in the coming months. So where shall we start? Being in the age of information overload, this may seem counterintuitive, but cut the source of information overload. At the end of the day, it is all distraction. Believe me, if it's worth knowing, you will find out. Be it from your peers, the coffee break room at work, you will know about it! So if there is a dream you aspire to, pay it the respect it deserves. Give it the required time.

Character is not a happenstance of chance, but rather a result of continued effort. Any goal can be achieved. Ask yourself that simple question, what is your aspiration? Take a minute to think it through.

Once you have that ideal in place, feel the person that you will become in the journey of obtaining that vision. It is said that to control one's thoughts is to control circumstances, conditions, environment; but most of all, your destiny. Seems like a worthy aspiration!

It may appear to be an easy enough task when reading this. But the reality is that you can spend a lifetime honing in that skill alone. Continuous concentration means an even, unbroken flow of thought and is the result of a patient, persistent, persevering and well-regulated system.

So as the holidays approach, of course you will want to spend a lot of time with your family. But to make it even more enjoyable this year, carve time aside for yourself alone. Make sure that there are no distractions, and that means no – phones, music, iPad, computers, and the like. This may seem extreme, but I assure you that if you just do this for the next two months and make it a regular practice, you will not be returning back to your old ways.

Channing once said “Silent thought, after, the mightiest of human affairs.” Though it may not be a popular concept on Instagram, if you want 2020 to be a breakout year, try this practice and transform your life.

The pursuit of excellence may seem thankless at times. Heck, maybe you feel my articles this year have been a consistent theme of self-improvement. And well, it has been.

Continued on page 3

SPECIAL ANNOUNCEMENT

Well, we sure hope 2019 has been good to you! Through all the ups and downs, we pray that your family and business have been striving to reach the next level! As we approach the end of the year, the time for reflection starts now. Yep, a bit early, but that's how we do it here. After all, preparation is key to success.

To close out the year, let's go out with a bang! As a service-oriented business, our last book this month will be on how to build a great network, how to connect with more people and become a power connector. Author Judy Robinnett will have some great insights for you. In this issue, we also discuss reasons many of us tend to believe what we want to believe. Why are smart people inclined to believing theories and things with little to no evidence and ways they try to make those seem and look credible. Discover more about these interesting topics featured in this newsletter's issue.

2020 will promise to be a new adventure. Before closing out the year, if you haven't done your estate plan yet, contact us at 714-966-2646 or visit our website at the AssetProtectionCenter.com today! Though this may be our last newsletter of the year, we will be here the remainder of the year for you and your family. Have an amazing Thanksgiving and Happy Holidays!!

PREPARATION

Let's start 2020 on the right foot!

Wait a second you might say! We're in November 2019, and you're already talking about 2020? Not only that, you're reading the legal article portion of the newsletter, isn't this going off script? Yes, and no is really is the answer.

After all, this is our last newsletter of the year, and thus, our last chance for some parting thoughts. Before diving in, let me say that I sincerely hope 2019 has been everything you had hoped it would be. We have had a great year, as usual some growing pains, and some adversity with the current state of affairs in the international banking world. But most of all, we remain grateful. With health, let it be known, there is little to complain about. Just the other day, walking out to a park, I saw a family take their child out of the car, he must have been a teenager, who appeared to be quadriplegic. It took a few minutes to get him outside onto his seat to walk him around the park. However, I remember being in a hurry that day, and it slowed everything else I was doing at that very moment. I sat in the car, said a silent prayer, and it gave the rest of my day some perspective.

I digress, but the point was worth making.

Getting back to preparation, it is Lincoln who once said, "Give me six hours to chop down a tree and I will spend the first four sharpening the axe." There is an incredible amount of wisdom packed in this quote. No, your legal and financial affairs are not everything. Those aspects do not measure your value as a person, nor does it define you. What it does, however, is provide you with incredible freedom, but most importantly, it will create an environment of accountability. If for nothing else, let 2020 be your year of checks and balances.

Do you want true freedom? Learn the incredible power that comes with self-imposed discipline. Be the first to rise out of bed and be ready to go when everyone else is just starting their day. If you truly want to get to the next level, whatever that may be for you, then make a commitment right now. Make a pact with yourself to spend time in silence and really think about what would make your life more fulfilling.

There are three main "umbrellas" if you will – personal, financial and legal. Again, aim for some achievable goals, but it is more important that you have themes within each of these arenas. The idea is not simply to achieve the end goal, but rather to focus on the person you become on that journey. You can only attain that with proper preparation. In this instance, preparation means spending quality time alone, truly visualizing the journey to achieving your dreams.

If you spend the time to properly get ready for 2020, as the legendary Dan Kennedy once said, "you can achieve more in the next 12 months than you have in the last 12 years." You can will yourself to be whatever you choose to be. Always remember that.

To close out the year, the entire family at the Asset Protection Center want to wish you an incredible Thanksgiving, Christmas, Hanukkah, Kwanza or whatever holiday you celebrate! The next two months should be filled with plenty of family time, food, and gifts that you don't really want. Enjoy every minute of it! As in every year, our goal is to come back to you better than the year before.

We look forward to you making the same commitment to your family and business... See you in 2020!!

Judy Robinnett - How to be a Power Connector

Ever heard of the expression “You are the average of the five people you hang around with the most?” Well, this would be the equivalent of the continuation of this theory. “How to be a Power Connector” is a great business book, containing practical and powerful insights on how to approach and network with people in networking events and conferences and when using social media platforms.

The author teaches us how to follow up within a one-day period on each request from contacts. She also reveals practical ways on how to thank people and offer help by inputting information in conversations about other people’s needs and interests.

The author also highlights the importance of eagerness when trying to learn from others and asking the right people to talk to when needed.

I love that the author explains things in plain and simple language that even those who have just begun in networking can understand easily.

“How to be a Power Connector” by Judy Robinnett also proposes that we diversify our network. That is why it is essential to reach and contact beyond the people we already know, including our colleagues. She also teaches us to add value to each of our contacts.

In the book, we can also discover how to connect with people and show them sincere attention and engagement. She also encourages that we should first give as a resource. That is – becoming a good connector to our contacts. Over time, doing so will pay off and help us in establishing wonderful connections. She goes into a great concept called your Power Grid, or as she puts it mathematically 5+50+100. The idea is simple: contact your top 5 connections daily, your Key 50 weekly, and your Vital 100 monthly. How’s that for practical information?

Learn the secrets of connecting and managing our connections well. Read “How to be a Power Connector” by Judy Robinnett.

Continued from page 1

However, the reality is that success takes sacrifice, but it is one that is much lighter than the weight of regret. So, I will continue to pound these ideas into you!

To close this out, I want to take a moment to once again thank you for sharing our journey with you. Thanksgiving, Christmas, and other winter holidays shall be nothing but an opportunity to celebrate this year. The much talked about recession has not hit us, and we should be thankful for a continued bullish economy.

Have an amazing end of the year, and we will see you in January 2020!

Why Are We Emotionally Deep-Seated about the Things We Believe In? Here’s the Answer

Have you ever noticed why we believe what we want to believe? Do you also wonder why some people are so deep-seated and immovable about the things they believe in – including their worldview and ideologies?

For example, many smart people tend to believe in things that have little to no evidence behind them. Some of these include conspiracy, Big Bang theory, religious beliefs and all other theories you could think of, but why? As simplistic as it may sound, the answer seems to be that it is because they believe what they want to believe.

And then, there are scientists that can also fall into emotional thinking and then later using cognitive skills to convince themselves that untrue or unreal things are actually true and real. And with that, they do everything in their power to come up with supporting evidence, sometimes filling an entire suitcase. This phenomenon is also known as cognitive dissonance.

For example is the issue on global warming.

A scientist who wants to believe that solar activities lead to global warming will try coming up with statistics, studies and a case with evidence – and that makes what they believe in seem credible for many people.

Psychology also says that a part of the answer on why we believe what we want to believe lies in how we think. Are you an intuitive or a reflective thinker?

Reflective thinkers – try to suspect or be skeptical on the automatic intuitive response and that leads him or her into thinking about the matter more analytically

Intuitive thinkers – use instinctive or gut feeling when deciding or making up his or her mind

At the end of the day, different studies have shown that intuitively thinking people are more likely than not to believe in paranormal and things like that than reflectively thinking individuals do.

But whether you’re a reflective or intuitive thinker, each of us has our own take on things. After all, each of us is our own individual who believes in what we want to believe, whether it’s fact or fiction.

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What Do People Do on Thanksgiving Day?

Thanksgiving Day is a joyous holiday for friends and families to get together! It is a special day for parties and special meals. Thanksgiving Day is also a great time for visiting family and friends and traveling. In fact, it is one of the busiest times for travel across the U.S., causing overcrowding and congestion.

Parades are also held in some towns and cities to remember this day. Some of these events also mark the start of the shopping season for Christmas. How do you plan to celebrate Thanksgiving Day this year? Hope you have a great time with your family and friends. As our last newsletter of the year, we are sending you off to a great Holiday Season as well!!