

THE ROLE OF YOUR ENVIRONMENT

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



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“There are no secrets to success. It is the result of preparation, hard work, and learning from failure.”

- Colin Powell

When I was out of law school, I started working for a litigation firm. The hours were long, the work was intense, and I initially enjoyed every moment of it. As a bright eye new practicing attorney, I was ready to absorb any and all information coming my way. When the workflow began, I felt self-conscious not having as many cases on my desk as my senior attorneys. I would look into their office, and they would have piles of boxes and files all over the floor, the corners of the rooms, and their desks. Unconsciously, I sought to do the same.

Next thing you know, a year goes by, and my office not only matched theirs, but it had actually gotten worse. But once the chaos around me became customary, I started to notice something. That clutter did not fit me... at all! Not only did it make me less efficient to find what I needed, but I started to notice that my thinking actually felt cluttered.

By nature, my personal space is actually quite clean. Some may say I might be a bit OCD, but who's judging?! As my confidence grew over time, I decided to not follow this pattern set by my seniors. I decided to clean everything around my office, and make it as clean as possible. Then something dawned on me – when litigating a case, looking for specific information, more often than not, was half the battle! By arranging my files in an orderly fashion, the work hours actually decreased. I was onto something...

From that point forward, not only did my workspace get a clean-up, but I began doing the same thing in every part of my life. Some get frightened when they see my fridge, by the sheer fact that it is orderly in there as well!

The Japanese sensation Marie Kondo has taken the world by storm with her approach to cleanliness and orderly environment.

There is a lot to be said about this movement of minimalism. Look inside your car. Do you feel at peace driving to and from work in that space? If so, start with that, work your way up as you notice the difference it makes to your state of mind. Though some see such undertaking as a massive burden, I assure you the feelings it will bring forth will be well worth the effort.

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SPECIAL ANNOUNCEMENT

How is your summer coming along? We are pleased to see that our core clients have remained surprisingly active with their businesses, all the while keeping their loved ones and estate planning top of mind. As the CDC measures are slowly coming into place, people are getting out and spending more. It appears the savings set aside in the last year or so is being put back into the economy. Some are choosing to travel; others invest their funds into pet projects which were given an opportunity to blossom during this pandemic. On with life we march!

August is a pretty wonderful time of the year. It is the month where farmers get their rewards and reap the crops they have sown. Summer vegetables and fruits become ready to harvest. White nectarines anyone? Those are our favorites! In the northern hemisphere, August is considered to be the last month of summer. In the southern hemisphere however, it is the opposite, as it is the last of the winter months. In the southern hemisphere, people get excited about the prospect of 'warmer' days.

The zodiac signs for the month of August are **Leo** (until August 22) and **Virgo** (August 23 onwards). The August birthstone is the *Peridot, Spinel and Sardonyx* which reflects beauty and the color of stone is Olive Green. August's birth flowers are the *Gladiolus and Poppy* which shows strength of character and imagination.

REMEMBERING A TITAN

I often read biographies to learn about the great minds of our times and past. There are incredible lessons that can be learned along the way. Though not a biography, Entrepreneur Tony Hsieh had written a book titled “Delivering Happiness”. There sure were a lot of lessons to be learned from his book, but also the way he chose to live his life.

There is no doubt that by any account, Mr. Hsieh was a brilliant mind. He graduated from Harvard with a degree in Computer Science. A moment of silence and respect from those of us that are not tech savvy whatsoever...

He initially worked at Oracle making a very good salary. However, quickly realizing he was not happy, he chose to strike out on his own. Coming from an entrepreneurial mindset, I can respect that decision a great deal. Too many people get stuck in a ‘golden handcuff’ scenario where the paycheck tames the inner drive of a person to go out on their own. Be it because of a mortgage, a family situation, the list goes on. However, there are many that choose to stay put, and there is absolutely nothing wrong with that. However, you do have to respect the individual that decides to wager on his potential and forego the paycheck for the unknown.

From there, Hsieh created a company called LinkExchange, where companies could trade marketing banners on their respective site for a fee. There again, he showed signs of great ingenuity and impeccable timing. This was the time when ‘link sharing’ exploded, and he was able to sell that startup two years later for a reported \$250 Million.

Most would have set off into the sunset at that point. However, he chose to continue the adventure and by happenstance, heard about this company called Zappos. It was making about \$1.6 million / year when he acquired it. When he sold it, it was valued at a little over a billion. Think about that for a moment. The incredible amount of change he was able to create during his time there. But the financial gain was only one part of the story. Zappos, during his time there, was nominated the best place to work in for years. People were given free reign to govern themselves. This created an unstoppable machine and a company culture often imitated. He will be remembered as one of America’s greatest success stories.

He wasn’t even done, once again. At the time of his passing, he had created a real estate hub where entrepreneurs and startups could congregate in a ‘community like’ housing environment in Las Vegas. He himself decided to stop living in a luxurious high rise, and chose to live among people in the community with whom he related to – entrepreneurs.

His unfortunate death was linked to smoke inhalation when he was trapped indoors as a fire broke out. The ‘underground’ story is that Mr. Hsieh suffered from severe drug use, and could not seem to shake off his addiction. It is a story that is too common among the greats of our times. The void they feel inside is sometimes too strong that they seek chemical escapes via drugs.

Tony Hsieh will always be remembered not only for his entrepreneurial mindset, but the amazing, selfless person he was. Dare to make history with your adventure called life!

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There are a lot of ways to optimize your efficiency – working harder, be healthier, or simply do more. However, an amazing tip that often gets overlooked is to create a clean environment for yourself. It can be as simple as creating a cleaner zip file for your work. Not only does it bring out a streamlined process, I assure you that you will find the process enjoyable.

The great Mark Twain once said, “If I had more time, I would have written you a shorter letter.” Accumulation is easy, having the ability to live in abundance yet striving to minimize it; now that takes discipline. Get your kids’ school year ready on a good note and create that clean environment!

Earl Nightingale


the new
LEAD
THE **FIELD**



“Lead the Field by Earl Nightingale”

Lead the field is a collection of advice about personal development. Author and philosopher Earl Nightingale is someone who many consider the Godfather of the self-improvement movement. “Our environment is

a merciless reflection of ourselves.” You may want to reread that statement. It is incredibly powerful, as it forces to really look into ourselves and the result of our life. A reflection we may not always enjoy.

One of the key concepts is that we are from the environment and the environment is from us. Environment will look as we make it, and it reflects the people we choose to surround ourselves with daily. The idea is that we are in charge of our lives, no matter where or who surround us. The journey to change starts internally. The blaming of others is a road to nowhere, and Mr. Nightingale cuts through all the self-imposed excuses you can invent.

Treat each person that you come in contact with as if they were the most important person on Earth. You will quickly see the difference it creates and in return that person will give you more importance. He uses many anecdotes and timeless stories to outline his life principles. He uses the story of a farmer to explain the importance of hard work and dedication. That you can indeed create the life you aspire to, so long as your principles are unwavering. Diamonds are under your feet, the journey of life is figuring out the path to them. People who have a definite goal, whose focus is only on achieving something big and have no choice except success, that individual is destined to greatness. Because they have a clear destination, pursue it with courage. What he tries to impart with the reader is that the success you seek to achieve, no matter what that is, can only be reflected in the person you become along the way. Before seeing the rewards, you need to excel in the services you provide to others.

This book contains countless gems that will inspire you do and be more. It is not merely about monetary achievements, but rather becoming a whole person, one that others can lean into in times of difficulty. This book is truly an inspirational book in the classic sense of the term. You cannot help but be moved when going through it. A simple, yet again powerful idea he is known to have shared is the following: “If you want to be successful, see what others are doing, and do the exact opposite.”

Of course, in a few words, this quote may seem rather simplistic. However, just having that type of renegade, autonomous thinking will set you apart from your peers. Because this book has so much content, we will share some of the ideas in our next article that you can use in your business. We highly recommend this book!

Success

Success... It's an interesting word, one that conjures up many different feelings. What one person defines as success can be wildly different than another. Some aspire for wealth, while others seek out peace. Be it as it may, could it be that there are common grounds that can be taught and leaned upon to build a solid foundation? Of course there is! Let us dive in together and find out more about this evasive concept.

Whatever one strives for in life, here are some principles that can help anyone achieve a successful life no matter what the specific objective happens to be. The seed for achievement starts with integrity. Integrity is honesty and truth, with others and with yourself. Research has found that only 5% of people succeed in reaching an unusual goal. To increase that statistic, irrespective as to whether your goal is 'unusual' or not, it is imperative you invest your time in knowledge and taking action. One way to keep yourself honest is to imagine yourself as a CEO of a company, where your actions and words are taken onto a public stage. This will help you keep a high standard.

Success lies not in having money, a fancy car, or other luxurious items. What matters is the good-faith effort you put into a task. Success can only be achieved when you try your best in all aspects of everything you do. Doing your best does not always translate to getting your desired result. What you must understand is that there is no such thing as failure. Perspective plays a major role in the way you approach your work. Every action you take is a learning step. Never stop growing.

Success is understanding the difference between need and want. You are successful if your needs are fulfilled. Don't keep trying to fulfill your wishes because they will never end. Keep trying to fulfill your needs and basics of life. This accomplishment alone will give you peace of mind and satisfaction that is meaningful.

If someone loves to have your company and work with you, you are successful because people get attracted to those people who are at peace. For a successful life, you need to stay focused on your objectives. In achieving dreams and goals, fate works but the main thing is struggle which comes first than fate.

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We blinked our eyes, and before we knew it, the bulk of 2021 has passed us by. Coming out of the pandemic has continued to be a roller coaster ride for most of us. Though it appears the U.S. has fared rather well, except for that certain delta variant; the rest of the world has continued to struggle. Traveling restrictions were real in many parts of the world still.

We hope you have been able to enjoy the summer thus far despite it all! Outdoor activities, social gatherings are slowly taking place, and it is a nice change for us all as a community. Who knows, soon enough you may ask the partners to get back out and do small seminars for families about estate planning!

Have a great time with your family, we will see you next month! 😊