

# PROTECTING YOU AND YOURS

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



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*The best preparation  
for tomorrow is doing  
your best today.*

*- H. Jackson Brown, Jr.*

## A NEW DIET FOR A NEW LIFE?

I'm not a sugar addict. Heck, truth be told, I prefer salt vinegar chips to the best cake, any time of the day! However, I know my business partner definitely has a sweet tooth. Conveniently, being the godfather to my kids, he just happened to have passed on that love of sugar. Now, all kids like sugar. That is no secret. However, after doing a little more digging, the concern is growing quite large. The change of studies that stem from the early seventies to date are so radically different, one begs the question, “How could the medical research have been so wrong for so many years?”

Two of the biggest pioneers in the industry are renowned author Dave Asprey and Dr. Sarah Myhill. Asprey made the whole concept of the Bulletproof Diet and Bulletproof Coffee, which discussed the notion of two interesting topics – eating more fats and intermittent fasting. It has now been demonstrated that in the 70's, researchers were paid large, undisclosed amounts of money to label fat as the ‘evil’ of the American diet. This would allow the food industry to pump sugar into all our food... All of it! It was cheap, it was addictive, and the taste kept bringing customers back. This was a perfect recipe (pun intended! 😊) for capitalism greed!

In recent years, this ingrained falsehood is slowly deteriorating. Conclusion, feed your children and yourself healthy fats – from bone marrow, to cow grass fed butter, to bone broth. This thinking and practice may seem quite off-putting at first, but try it on yourself. You will be shocked at the amount of sustained energy you will feel throughout the day. Most importantly, with the help of intermittent fasting, the weight loss vs. food consumption will not correlate. It is quite an impressive formula.

Then, you have Dr. Myhill taking the studies one step further. Dr. Myhill was a practicing physician out of the UK, who had actually been reprimanded by her Medical Board for not subscribing enough medication on a yearly basis. The Board saw pill prescription as a factor in determining the quality of a physician. Frustrated and discouraged by the medical community, she actually gave up her license to cure her patients – through sheer nutrition.

As she often points out, going to a grocery store is equivalent to going to the pharmacy. What you put in your body makes all the difference in the world. She delivered one of the most radical concepts of her time. She concluded that cancers were, in large part, due to nutrition. Now, as you can imagine, this was not well received by her peers.

Bypassing the degrees and minutia of her claims, she actively and convincingly proved that some types of cancers could actually be slowed or eradicated from a person's body by simply feeding it differently. The new studies coming out of this field are nothing short of fascinating.

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## SPECIAL ANNOUNCEMENT

Happy Springtime everyone! We have an extra special newsletter for you this month where we talk about our health, Earth Day, the new 2018 tax changes, and introduce you to one of the greatest entrepreneurs of all time, Peter Drucker! As if this wasn't enough excitement, we are especially amped to share with you a recent edition of Orange County Attorney Journal magazine. Why you may ask? Well, our very favorite attorney Shadi Shaffer and the firm was featured as Attorney of the Month! You may find my picture in there as well 😊

The article shares our vision and philosophy for practicing law and why we decided to commit our practice to Estate Planning and Asset Protection for the past 15 years. We hope that you will enjoy reading the article and will share it with your family, friends and even neighbors! As always, we are here to answer any questions you or your referrals may have regarding any estate planning needs. We are just a call away 714-966-2646 and you can always connect with us on line assetprotectioncenter.com and get more information as well. We hope you enjoy this month's newsletter and in particular, the special insert of us featured in Orange County Attorney Journal. As always, we thank you for your continued support and valued referrals; your support only adds to the growth and success of our business! ❤️

## PLANNING FOR THE AFFLUENT

It has come to my attention that I tend to get a bit too... technical in my analysis of legal strategies, making my articles difficult to follow. What a preposterous accusation! 😊 Be that as it may, proper planning is still required. Ideas must still be discussed, and strategies need to be implemented. With that said, let us just focus on the single concept of the new tax laws for 2018. This article will concern the rather affluent of our community, but read and learn if that is not presently your case. Striving for more is, after all, part of the American Dream.

As of 2018, the estate tax, gift tax, and generation skipping transfer tax (also known as GSTT) estate tax exemption amounts will increase to \$11,200,000 for individuals, and \$22,400,000 for married couples. To add to the deal, these amounts will increase for inflation until 2025. Should the law not adjust on that date, the amounts will revert back to the 2017 amounts.

This is a significant, albeit temporary, increase in the exemption amounts, which in turn presents a unique estate planning opportunity. An affluent family should consider taking advantage of the increased gift tax exemption amount, and even the GSTT tax exemption amount by making gifts to children and/or grandchildren. For those concerned with asset protection or those concerned with spoiling the next generation, the option of putting such amounts in more sophisticated trusts is always available.

When you add it all up, married couples can use a full gift tax exemption at the increased amount of \$11,420,000... That is lot of gifting without incurring an imposition of federal gift tax.

In addition, the annual gift tax exclusion has increased to \$15,000 per spouse, thus \$30,000 as a married couple, to an unlimited number of individuals. Such gifts are not restricted to family members only.

Hopefully, the simplicity of the possible planning options came through this time. The options have created a much wider margin for errors for affluent families. Truth be told, any amounts exceeding the past estate tax exemption, would face a tax which could reach in the upper 40% to lower 50%. For many families that had no such cash accessibility, this meant having to do fire sales on large assets, often receiving a severe discount in order to pay that estate tax in a timely manner. As we all know, the IRS waits for no man.

Thus, Trump did stick to his promise to change the tax laws. It does appear that the individuals he was aiming to help did 'happen' to fall in his tax bracket. The reality is, he did make some corporate changes as well, which could help even the small business owners. However, as promised at the beginning of the article, I said it would be streamlined for understanding, so let's leave it at that.

If you would like to learn more about estate planning in general, come visit us at [www.assetprotectioncenter.com](http://www.assetprotectioncenter.com), or call us at 714-966-2646, we'd love to hear from you!

### Peter Drucker: *The Effective Executive*

If literature had Charles Dickens, the business industry has Peter Drucker; and *The Effective Executive* is his *Great Expectations*.

Without exaggerations, all of Drucker's writings are business classics, and this one is no exception. Growing up as a kid, did you ever envy the 'naturally intelligent' kid? What about the 'natural runner' that could beat your mile run without any hint of effort? Well, in this territory, there is no such talent. Every single effective executive was born of trial, error and hard work. Mr. Drucker makes it a point to highlight that those are skillsets that can be acquired by just about anybody. This book helps those who are planning to take executive positions and those who are already successful on the top.

This book can be summarized into five main parts: how to manage your time, what can you bring to the organization, knowing your strength and putting it into practice, knowing your priorities, and using these parts to come up with effective decisions.

Drucker's book reminds executives and us, in general, to have the ability to fuel our drives and accomplish what is expected from us - and if possible, exceed them. To be an effective executive, we should know how to manage our time and let go of the things that make us unproductive. One must start with two prongs: management of self and management of time. How can you possibly be a leader when your personal tasks are out of control? Feeling overwhelmed? That is no excuse! That can happen to us all. The goal is to not let it become a habit. Manage your internal expectations and set out a plan to get the tasks accomplished. The latter can be much more easily handled with good use of one's time. Developing effective habits also help us utilize our knowledge and experience. These habits should be patterned to our priorities. If we are able to tie them all together, we will be able to come up with better decisions that will eventually lead to successful results.

An executive has no time for insecurity. To the contrary, he understands the importance of delegation and knows how to use the team's overall strength to overcome his own shortcomings. In the process, he develops a team that breeds an environment for developing one's strengths. If you have ever participated in a project or company where this attitude prevailed, you know how empowering that feeling can be. Success is the only outcome possible with such a surrounding.

As an executive, we are not only expected to 'get things done' but to get it done 'right.' It is not enough that you finish the task. What is important is how did you do it, what it brought to the organization, and what it will do in the future. Effective executives should have the unique skill to bring fresh ideas to the table, innovate from traditional business patterns, and foresee the future of the business development.

One of the most important concepts in this book that unfortunately often gets overlooked, is the ability to have disagreements. We have become a society of such fragile egos, many individuals will do what it takes to avoid all confrontation. Drucker takes a different view on this. Healthy disagreements enables the executive to see weaknesses within his planning and his vision. Preventing such open debates only hurts the company in the long haul. Remember, honesty over harmony.

This book is recommended for future executives and for those who want to be better managers than they are now.

# StandUp For Kids Gala



**JOIN US IN SUPPORTING THE OVER  
27,000 HOMELESS YOUTH IN ORANGE COUNTY!**

**ENJOY DINNER, DRINKS, DANCING, LIVE AUCTION,  
AND A NIGHT OF ENTERTAINMENT.**

**CHUCK JONES CENTER FOR CREATIVITY**



**MAY 19, 2018**



**SPECIAL GUESTS INCLUDE:**

**JOHNNY ACE PALMER, WORLD CHAMPION MAGICIAN**

**&**

**COMEDIENNE / AUCTIONEER - AMY ASHTON HBO,  
COMEDY CENTRAL, WRITER FOR THE LATE JOAN  
RIVERS AND AUCTIONEER AT MANY HIGH END AND  
CELEBRITY EVENTS**

**STANDUPFORKIDS.TICKETLEAP.COM/SUFK2018GALA**

STANDUP FOR KIDS is a non-profit organization whose mission is to end the cycle of youth homelessness. Through an organized outreach program and dedicated volunteers, youth are provided with housing and basic necessities, in order to move from surviving to thriving. If your company is interested in sponsorship opportunities, email Justine Palmore at: [orangecounty@standupforkids.org](mailto:orangecounty@standupforkids.org). Visit [www.standupforkids.org/orangecounty](http://www.standupforkids.org/orangecounty) to learn more.

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This month, we encourage you to take an active role in taking care of your health. Just start by researching this author and physician. It will give you a plethora of additional knowledge that will keep you glued to the information.

Legal and financial planning are keys to a successful life. None of it means much without your health. Have a bone broth on us!

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## Earth Day

While Earth Day (April 22) doesn't sound as exciting as Christmas or Thanksgiving, the celebration can be enjoyed in many ways depending on where you're living. For example, a few cities show support to it by volunteering and community activities, such as cleaning up wildlife areas and tree planting activities. Those simple moments really do make you appreciate your environment.

There are also large-scale block parties, lectures and seminars held by non-profit and environmental organizations to increase public awareness on the importance of preserving the environment.

Each of us can celebrate Earth Day in our own little ways. We don't need to be environmental heroes to make a mark and save the earth. In fact, we can just do what is within our powers to limit our impact on nature – in whatever we do. Turning off lights, limiting water consumption, and composting/recycling don't require much. But they all make a huge impact on the environment!

*Good little things here and there can save the environment. It's all about self-awareness on what is good and what is bad for the earth. We all know what to do. We have been taught about it since grade school.*