

BEHAVIOR FOR SUCCESS

June 2022

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



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“Choice lies in determining
how we will meet the
inevitable end of things,
and how we will greet
each new beginning.”

- Elana K. Arnold,
'Burning'.

This month, let us talk about a simple concept – success. For purposes of this discussion, let us not get bogged down on its actual definition. Suffice it to say, we shall define it as you wish it to be for your life. With this parameter in mind, let us study some things we can all do differently to attain success in greater abundance.

In our day and age, you can listen to countless podcasts, youtube videos, and books of successful individuals who share their principles of success with you. Those are great and inspiring. If you find their principles to operate at a higher wavelength in which you are operating, it would behoove you to take ownership of these concepts and make them your own. Due to the proliferation of the book “The Secret”, too many people associated achieving success with an oversimplified notion of sheer belief. That if you believe hard enough, you will attain your goals. And if that doesn't work, then you simply failed to believe 'enough'.

What I encourage you to do instead is to study these individual's behavioral patterns. The people that live by a higher standard usually carry a very specific set of behaviors. If you study them well enough, you will notice that they have a consistent strategy in which they operate from, mimic those strategies until they become your go to behavior. If that behavior is consistent with your day-to-day activities, that behavioral congruency will lead to result congruency. Therein lies the power.

This is an incredibly potent tool that you can integrate into your life and see changes happen over time. It is imperative that you remain consistent. This method is so powerful, it makes your belief system almost secondary. Success in any endeavor is much more about what you do, not so much about what you think.

In psychology, there is a term for this called Mock Modeling. In essence, you model the behavior of the people who are getting the results you strive to attain. A book by the name of Neuro Linguistic Programming (NLP) talks about this concept in depth. It is a staple in the self-help movement, and outlines the techniques used to anchor certain traits within you that projects the behaviors you wish to attain.

Continuing on with the subject success, get accustomed to professional autonomy. This is an idea that countless people fail to embrace throughout their careers. Why? Because since birth, we have been programmed to follow the lead. Naturally, as an infant, you listen to your parents. Then, you go from kindergarten to High School with a specific schedule and agenda in mind. Moving to college and / or post graduate studies, the teacher's syllabus dictates your semester and years of study. You then move on to work and the boss boxes you in as to what he / she needs from you, for the company matching it to your perceived skillset. There is nothing wrong with this approach, but if you want more out of life, you must learn to break the mold.

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SPECIAL ANNOUNCEMENT

Summer is on its way! This means more time in the sun, more time to observe the Moon, more time to enjoy the outdoors, and more fun!

A dry May and a leaking June

Make the farmer whistle a merry tune.

June ushers in lovely flowers, mouthwatering fruits and veggies, and a desire to get outside and enjoy the sunlight. June was most likely named after Juno, the Roman goddess of marriage and women's well-being. Another theory is that the name derives from the Latin juvenis, which meant “young people” at the time.

Summer is the ideal season to try out new whole grain recipes. Salads are one way to use them. Start with fresh herbs from the garden, tomatoes, or other seasonal veggies, and a nice dressing, and you're good to go!

Remember what happens this month! The summer solstice, which occurs on June 20th, marks the beginning of summer in the Northern Hemisphere. It's the longest day of the year, so make the most of it!

For many of us, estate planning comes into our lives once, maybe two times in a lifetime? The passing away of a parent, a close relative, sometimes when you have a very close friend that involved you in his family affairs. As a society, talking about what happens once a person passes away is a bit taboo. People get uncomfortable, familiarity causes individuals to assume certain things about family members that may not be true; and things can turn ugly really fast.

There are common, and recurring misconceptions when it comes to estate planning. The first one is that it is too often associated with concerns of the affluent only. As we've discussed many times in the past – living in CA, owning a home, these two factors alone should suffice to necessitate estate planning if for nothing more than the financial aspect only. However, there is a gamut of reasons why that is not the only requirement for EP. If you have minor children, certainly you don't want them to end up in the hands of Child Protective Services. Interested in participating in your loved ones' medical decisions? Well then, the Health-Care Directive certainly comes in handy in those times.

Even with family members that get along great, many unspoken (and not legally formalized) assumptions can often become a point of contention when it comes to proper execution. Not too long ago, a client of mine assumed he would inherit the less expensive of a classic car, while his sibling would get the larger asset – a boat. In the scheme of things, it is not an incredibly serious distribution issue. However, because both of them had such an emotional attachment to the car, because it represented so many childhood memories to both of them, the distribution of it caused a drift between them. Eventually they had to work it out, but it caused tension at a time when it certainly was not necessary.

The challenge that comes with estate planning (and believe it or not, I have fallen for that trap earlier in my career) is that it has become overtly simplified in our minds. If there are no major estate tax exposures, we mistakenly believe that the 'cheapest', least resistance route should suffice. Yet, trust and probate litigation remain a very busy practice for attorneys. Too many times, the broad stroke approach by the Grantor and its legal counselor fail to anticipate core family issues, or even provide a well-articulated method on to handle potential unforeseen events. It takes a skilled, experienced legal practitioner to help you draft your wishes, to provide you scenarios he / she has been exposed to in order to suggest some suggestions to help facilitate your decision making.

More importantly however, more so than in many practices; you want an Estate Planner that becomes part of your decision making team, a real 'consigliere'. Your accountant and attorney should be kept up-to-date with your important family decisions.

After representing many family members over the years, it has become actually quite enjoyable to see clients transition from parents to grandparents, young entrepreneurs to seasoned professionals. The natural evolution of life can provide a very healthy, good sense of building something that will become a future legacy.

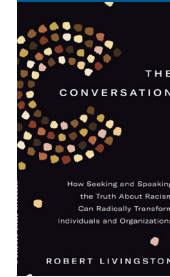
Yes, having a conversation about what happens after you should pass is an uncomfortable discussion. If estate planning needs to be a necessary evil in order to accomplish that, then you should welcome it. Those moments of discomfort, and let's not sugarcoat it, there may be less than pleasant topics of discussion; will provide you a lifetime of peace.

Advanced tax planning is an incredibly powerful tool, asset protection can make you feel like a legitimate bad a**, but don't forget the fundamentals. If you haven't done it yet, start with your Revocable Living Trust!

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To achieve the next level, one must learn to work on your business, doing what you want, when and where you so choose - on your own terms. The idea here is not to become an outcast of society, but rather to let your community be molded to what you set your parameters to be, and how you wish to be treated. Though challenging at first, it is an incredibly freeing way to operate.

Success can take on many characteristics. Some self-reflection is required in order to live a life of meaning. We encourage you to be comfortable 'doing' nothing and sit in reflective thoughts. It may be one of the most powerful exercises you undertake this year.



Book Review:

Dr. Robert Livingston - The Conversation

Yes, it is possible to achieve racial equality. However, having the open and honest talks required to encourage change may be difficult – and it is unfortunately all too frequently avoided.

Robert Livingston has compiled years of academic study from the disciplines of behavioral economics, management, sociology, and psychology to offer the ultimate solutions-oriented handbook for individuals who want to change the social order but don't know where to start. The conversation strives to counteract this ambiguity by improving commitment, capacity, and confidence for participating in race discourse with transparency, humor, and profound understanding. Many corporate executives and regular residents are pondering this topic in the aftermath of 2020's social instability and mounting cries for racial justice. This book serves as a guide for anybody who wants to start working on anti-racism issues. Robert Livingston discusses three basic, yet deep questions in *The Conversation*: What exactly is racism? Why should it be of greater significance to everyone? What can we do to put an end to it?

For some, the presence of institutional racism against black people is difficult to comprehend since it contradicts their belief in a fair and just society. The tight racial hierarchy formed by slavery, however, did not disappear once slavery was abolished, neither did it disappear with the civil rights movement. These racial gaps and inequities keep showing up in every element of society, if it's the structuring of a company's executive staff or the composition of one's neighborhood. The differences between a workable issue and a resolved problem, according to Livingston, is determination, investment, and knowledge. And we can achieve our aim of making organizations more diversified, egalitarian, and engaging.

Livingston has dedicated his life to demonstrating how to transform tough debates about race into positive examples of genuine change. He has spent decades putting research into reality for companies including JPMorgan Chase, AirBnB, Microsoft, Deloitte, Under Armour, and L'Oreal. Livingston distills this experience and knowledge into an eye-opening lesson in the science of prejudice and racism in *The Conversation*. With lucidity and humor, Livingston analyses the basic roots of racism, the variables that describe why some people care about it and others don't, and the most viable avenues for meaningful and permanent improvement, all while challenging readers' beliefs. Social transformation necessitates social interaction. *The Conversation* is a strategic plan for uprooting ingrained biases and exchanging frank, fact-based opinions on race which will result in better understanding, compassion, and action. It is founded on the concepts of behavioral economics, psychology, management, and sociology.

The Conversation is a powerful instrument for shifting entrenched biases and changing well-intentioned declarations on diversification into practical steps and quality measures by helping us comprehend how effective dialogue is key to resolving the situation of racism in the workplace as well as the society.



The Health and Mood-Boosting Benefits of Pets

Pets provide a number of health advantages. Here are several ways that caring for a cat, dog, or other animals can make you feel better, reduce stress, and enhance your heart health. The majority of pet owners are well aware of the immediate benefits of expressing their feelings with household pets. Most of us, however, are oblivious to the mental and physical health advantages that come along with cuddling up to a furry buddy. Only lately have scientific studies begun to look into the advantages of the human-animal interaction.

Pets have adapted to being highly sensitive to human emotions and behavior. Dogs, for instance, can understand a lot of the things we say, but they're much better at reading our voice tone, facial gestures, and body language. A devoted dog will glance into your eyes, just like any good human companion, to measure your emotional condition and attempt to comprehend what you're feeling and thinking. Pets, particularly cats and dogs, can help with depression, anxiety, and stress as well as playfulness, exercise, and loneliness. They can also help with cardiovascular health. Taking care of an animal could help youngsters become more confident and productive as they grow up. Pets are also a great source of companionship for senior citizens. But, maybe most significantly, a pet can provide you genuine delight and unconditional affection.

While it's obvious that individuals who have pets tend to have better health than those who don't, a pet doesn't have to be a cat or a dog. If you're sensitive to other animals or have limited room and still want a fuzzy pet to cuddle with, a rabbit might be the answer. If you're an older person, birds help you to stay your mental sharpness by encouraging social engagement. Reptiles such as lizards, snakes, and other reptiles may be fascinating companions. Even seeing fish in an aquarium might help you relax and decrease your heart rate.

Pets satisfy the inherent human desire for contact, which is one of the factors for their therapeutic effects. It has been demonstrated that even the hardest offenders in jail demonstrate long-term behavioral improvements after interacting with dogs, with most of them receiving mutual affection for the very first time. When you're nervous or anxious, hugging, caressing, or otherwise stroking a loved animal may quickly relax and comfort you. Loneliness may be alleviated by having a pet, and most dogs are excellent stimulants for good activity, which can significantly improve your mood and alleviate sadness.

Even if you adore animals, it's critical to comprehend all of the responsibilities that come with owning a pet. Owning a pet is a significant commitment that will endure for the duration of the animal's life, which can be as long as 10 or 15 years. You'll also have to deal with the pain and mourning that comes with losing a cherished companion at the end of that relationship, such is the natural cycle of life.



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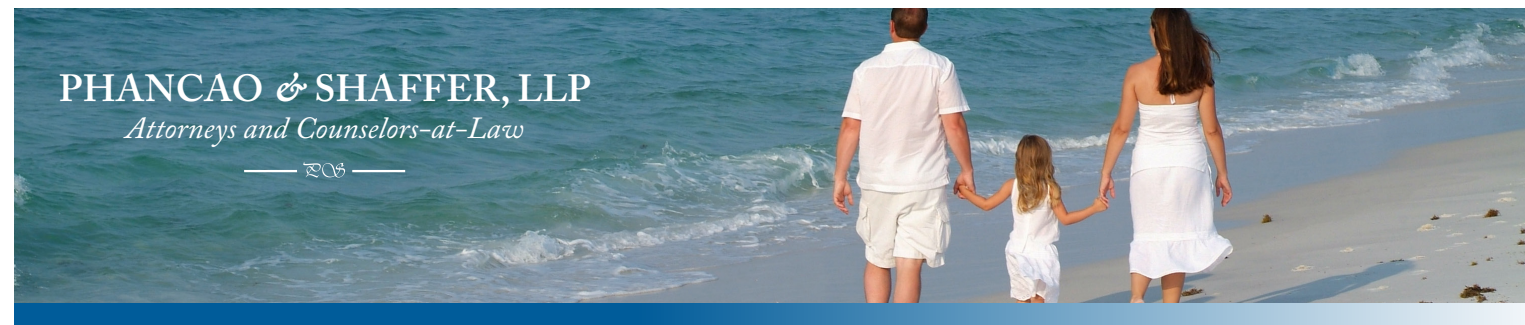
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&
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Ah, happy day, refuse to go!
Hang in the heavens forever so!
Forever in midafternoon,
Ah, happy day of happy June!

In the June issue, the month of love, youth, and summer shines brightly. June conjures up images of hot summer days and weddings. The two are unmistakably linked. While most people are aware that June is a popular wedding month, few are aware of how weather has influenced these customs.

Finally, the most romantic month of the year has arrived. Let's hope it gives us beautiful weather and time. Make sure to spend quality time with your family... Yes, even those in-laws you don't care for... at times! 😊 This is the time of the year to really relax and be guilt free while doing it.

Enjoy the summer everyone!

