

THE INEVITABILITY OF SUCCESS

MAY 2024

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



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“Success is not final, failure is not fatal: It is the courage to continue that counts.”

— Winston Churchill

I get it – business is hard. Life is hard. The juggling of constant, never-ending responsibilities and obligations can be enough to wear out the best of us. Living in Orange County doesn't make it any easier either! I mean, you always think you're doing ok out here, until you see a 20 year old driving a GTR speeding in a destination that ain't work! So naturally, you ask yourself... “What am I doing wrong?” Or am I just projecting here? 😊

This month, I just want to write and encourage every single one of you small business owners, and let you know that you are on the right path. Nobody ever said it was going to be easy! Maybe they could've told us it was going to be this hard though 😬. Let's take a moment to get recalibrated. As 2024 progresses, you may not feel as far along as you would have wished. The feeling of discouragement can be overwhelming! My business partner and I have been at this for 20 years. That's a lifetime for many. It feels like it too! We've seen younger attorneys come and go, older attorneys set off into the sunset, while we just try to keep our heads down and work. We have had our fair share of lost cases, vendors go rogue, dishonest legal and business representations, and the list goes on. The reason we never gave up is because we always had a clear vision, and we kept an unwavering 'hard work' attitude.

Looking back, when analyzing all the struggles that come with business ownership, I have come away with a few life lessons I hope may help in your personal adventure. For one, if you look at your life / career on a big enough horizon, you should anticipate ups and downs during the journey, it is inevitable. Having that knowledge from the get go, you could simply look at every 'failure' as the opportunity to learn and course correct, or develop resilience to stay the course. With that foresight alone, this clarity may save you countless sleepless nights. The stress that used to accompany every obstacle brought a certain intensity to life that could easily have been eased with this simple understanding. It would have been nice to have someone tell me that setbacks didn't necessarily translate to a checkmate.

How about a different twist on this concept – how about the fact that every 'failure' could actually translate to a multiple ROI if used properly. I am reminded of a famous quote from Napoleon Hill's Think and Grow Rich book when he says “Behind every adversity, every failure, every

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INTRODUCTION

Welcome to the beautiful month of May 2024!

May is a month of life, flowers, and lively festivals. Spring is in full swing in the Northern Hemisphere, while the Southern Hemisphere is now experiencing autumn. The days are getting longer, and the weather is warming up 😊. This is a perfect time to start spending more quality time outdoors. This can be for health purposes, but it can surprise you the amount of inspiration daily walks can provide! Heck, the past founder and CEO of Apple, Steve Jobs, is renowned for doing just that! As usual, there are quite a few key celebratory dates in May - Labor Day, Mother's Day, and World Athletics Day to name a few.

This is also a good time to re-evaluate your goals. We will be reaching the half way mark to the year come June, so either stay the course, or make the necessary changes to accomplish your objectives. Don't forget to keep a close eye on your finances, keep saving as much as you can. In case you haven't noticed, the cost of living keeps increasing at an alarming rate. It is incumbent that you make financial peace a top priority in your life and your loved ones. With the better weather, it is easy to let yourself ease into more and more dining out, spending for summer accessories, but please do so with intentionality. None of us know what the future holds, so better stay financially conservative.

May is the right time to consider estate planning and asset protection. We're here to help you plan for the future. We hope to guide you through the process with our expertise. Don't wait to secure your future with us! 😊

INTERESTING POLITICAL TIMES, NOW WHAT?

I don't know about you, but now more than ever, I feel times are... different. Yes, I am very well aware that throughout history this has been said of how people felt during their own period. However, you cannot deny that we are seeing some strange times. In a matter of two years, we managed to print \$5.2 trillion in COVID release funds, increasing our money supply at the time by 27%. On top of that, we have an additional \$13 trillion in new money. All in all, we have printed approximately 60% of our GDP. For most of us, these numbers are so astronomical that we can't quite comprehend the magnitude of it. The fight against inflation is well intentioned, but one must wonder if we stand a chance to turn things around!



Currently, our legal system is caught in a multi-hour session to determine whether ex-President Trump, and future nominee have indeed complete immunity or not. Meanwhile, an Arizona grand jury indicted ex-chief of staff Mark Meadows, lawyer Rudy Giuliani and 16 others for their purported role in attempting to overturn Trump's loss to Joe Biden back in 2020. Whether you are for or against Trump, these legal proceedings are of the likes we have never seen before.

In some of our most prestigious campuses around the nation, college students are getting arrested for protesting the current Palestine – Israel conflict, resulting in more arrests than in decades past. This is a shame. Not to sound like the 'old guy' here, but I do remember colleges to be a forum where young minds could come together and debate peacefully about emotional topics.

These are interesting times indeed. This is not an attempt to share my views on any of these topics, rather to point out an on-going concern – we live in uncertain times. With such a challenge comes the obligation to be prepared for 'anything' that may happen. The scope of your exposure could be as simple as ensuring your family's safety, a change in political landscape, or simply the daily fight to afford living in the great state of California and attempting to put some savings aside for your old days. Let's just be blunt here, we have our work cut out for us!

Millenials will be the first generation to be worse off than their parents. As I was coming up in my career, I was so determined to show this younger class that Gen X had it figured out much better than them. It came from a place of ego. Today? I wish nothing more than to lend a helping hand and see how to help them in any way I can... I think I'm getting old People!! 😊

As usual, it boils down to what can I do about all these world events? Overtly focusing in today's news can send you down a really dark rabbit hole, and this is not the goal. It is imperative to stay informed, and if anything, use that knowledge as fuel to make your life and your community better. Be a good beacon of hope for those around you, and take the time to give a helping hand for those around less fortunate than you. No, it doesn't mean contributing to some sexy, never heard of organization that is the latest trend; just do good! The pragmatic side of me tends to focus on finances as this is the area where I see the most leverage. However, this is a reminder to myself that one cannot underestimate the contribution of one's time, effort, and energy. It needs not be financial all the time.

Though pretty Stoic in nature, I myself must admit that this time, things do feel 'different'. Heck, I hope history proves me wrong. May this period be just another statistic that will demonstrate that history simply did what it always did - repeat itself. That once again, people's 'feelings' are not a good indicator of what was truly happening. Just some things for you to reflect upon dear Reader, best of luck in keeping a cool head out there!

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heartbreak, carries with it the seed of an equal or greater benefit." It certainly will not feel that way in the moment, but if you learn the lesson from it, you will see your business continue to evolve in a positive direction.

I have no shame in admitting that coming out of law school, I was not given any financial education, and like many others out there, assumed that an advanced degree would automatically translate to success and fulfillment.

Well, truth be told, not quite! Keeping the mindset of a lifetime student is the best state of mind you can have and do for yourself. Having learned and studied the greats of the likes of Dave Ramsey, Warren Buffet, Benjamin Graham gave me a new understanding on how to approach finances. Now I know I don't have to tell you that I've played my cards right from the beginning. Heck, it was actually getting myself too deep into debt that forced me to start learning. Painful lesson? Definitely. Have I learned, grown and multiplied my financial security since? Without a doubt.

Finally, one last pointer - the act of simple, uncompromised consistency. No matter what happens – KEEP. SHOWING. UP. There is no greater power you can have as a business owner than being consistent. I know you may not 'feel' like it. However, you know what they say "Beginners wait for inspiration, professionals do it with a headache."

Stay the course my friend, and success will be inevitable. Which leaves me with one simple question? Why haven't you incorporated your business with us yet?? 😊



Think Again by Adam Grant

“Think Again” by Adam Grant is an important call for intellectual humanity and constant reevaluation. Adam is a famous psychologist and author. In his latest book, he goes on to explain how intelligence is not merely the act of acquiring knowledge, but rather the ability to question it. A skilled, well-adapted individual must not only adapt to new knowledge, but have the ability to discard it in light of new evidence.

The writer thoughtfully explains the psychological process associated with our beliefs. He explains the concept of “confirmation bias.” Where we get information that reinforces our existing views while ignoring challenging evidence. The book explains the tendency to view our identities as intertwined with our beliefs. The process becomes difficult to change our minds without feeling like we are betraying ourselves. This is the trap to try and steer away from, and though easy to understand, it is challenging in real life. Too often times, many of us have a part of our identity locked into a particular set of beliefs.

The book “Think Again” is not just about diagnosing the problem. The writer also offers practical solutions. He supports a “rethinking mindset”. It is important to improve intellectual curiosity. It also helps in welcoming the challenges to our existing views. Grant introduced tools like “mental accounting” to help us separate our beliefs into categories. In this way, we become more willing to use counterfactual thinking. It makes us eligible to imagine alternative scenarios to diversify our perspectives.

One of the great strengths of the book is its storytelling. Grant uses scientific studies and relatable personal experiences to explain his points. Readers can find stories of famous scientists who changed their theories based on new evidence. Their ability to rethink makes them discover new things. Common people can overcome personal biases to achieve the best results.

The book is also about learning the effective way of communication. It offers variable information on how to have constructive conversations with a person of opposite viewpoints. It is important to listen with empathy for proper understanding rather than with conversion in mind. He supports productive disagreement. Its main goal is not about winning an argument but understanding the issue from different perspectives. A person can get the best solution by understanding all angles of the picture.

The informative read of “Think Again” challenges leaders to critically examine their own thinking patterns. Readers must encourage a more open-minded approach to the world by using the power of a thinking mindset. People in daily life prefer comfort over the struggle of doubt. We listen to opinions instead of giving our own ideas at any point, so we lose the opportunity to learn. Adam is an organizational psychologist and expert in opening people’s minds. This book can be a perfect read for every person to change his thinking perspectives and learn new things. Read the book “Think Again” this month to learn secret skills that will give you an edge in a fast-changing world.



**MCLE STRATEGIC 1031
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MCLE CREDIT THROUGH IPX1031

**1031 EXCHANGES
REAL PROPERTY APPLICATIONS**

- Review of Basic Statutory Requirements
- Timelines, Deadlines & Identification Rules
- Partnership/LLC Issues & Resolution
- Vesting Issues
- What Constitutes “Like-Kind” Property
- Reverse & Build-to-Suit Exchanges
- California “Clawback” (CAAB-92)
- Tax Deferral: Federal, State, Depreciation Recapture & Healthcare Tax Implications
- Non-Tax Reasons to Exchange: Diversification/Consolidation of a Portfolio Exchanges as an Estate Planning Tool
- Related-Party Issues
- Seller-Financing Issues
- IRS Disaster Relief Extensions
- Rev. Proc. 2008-16—Dream Home Application
- Industry Defalcations & What Questions to Ask of a Qualified Intermediary

WHEN: MAY 23RD

TIME: 10 AM

ABOUT: 1031 EXCHANGE CLASS

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Patrick P. Phanco
&
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May is the perfect opportunity to start a new project with passion. People across the United States and other countries are celebrating Mother's Day on May 12th. Well, truth is many countries celebrate it on another day, but you get the point! 😊 Make your mother feel special and loved. Take some time to show your appreciation or plan a delicious homemade meal.

For many parents, this is the last month before the little rascals get out of school, and they end up at the house... ALL day! Make sure not let that happen, and plan ahead! There are countless summer camps, activities, and hobbies that you can sign your kids to beforehand to lessen the anxiety. More importantly however, it would be great to start talking to them about it so that they can 1) prepare for a fun summer, but 2) also start speaking to them about signing them up for an educational class as well. It can be learning to code, diving into a new language, or just getting them interested in a subject, such as finances. Something you know they will use well into their adulthood.

Who said summer couldn't be fun and productive! For those of you who have been proactive, feel free to share with us what you have in store, we would love to hear it! info@pslawyers.com

