

A DIFFERENT LOOK AT LEGACY

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



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“Money never made
a man happy yet, nor
will it. The more a man
has, the more he wants.
Instead of filling a
vacuum, it makes one”.
-Benjamin Franklin

Our firm focuses on all things estate planning. Do you think we take legacy seriously? Heck, you could say it is a concept that is the building block of what we do. However, over the years, we have noticed that too many of our clients look at it as a ‘one-time planning’ event. “Let me go to my lawyer, put my thoughts in a legal document”, and off we go, back to our life. However, that is a short-sighted view of the experience.



Whether you recognize it or not, legacy is not just reflected in legal documents, via a revocable living trust (more often than not). It is much more than that. You may not be consciously aware of it, but did you know that anyone who is loved actually leaves a legacy to those left behind. It is much more than the monetary portion of what is in your estate. Of course, do not underestimate the importance of that equation, that’s why we’re here 😊!

However, here are some other aspects that a legacy brings forth. For one, a legacy tells people what you stood for during your life, who you were and what was important to you. For most, of course, the core of it all is family. However, many have an inclination for charitable causes, their pets, or particular interests such as education / history, etc...

As previously mentioned, finances is a big part of the equation. Planning your legacy properly will prevent your heirs from having full-blown legal battles and dog fights about who gets what. Like we always say to our clients “10mn of an uncomfortable conversation can prevent a lifetime of fights and bitter feelings.”

One thing you want to think about too, is whether it would be wise to go ahead and have an honest conversation about your intent. Make it clear to the upcoming beneficiaries what your state of mind is behind every distribution (or lack thereof). By doing so and being active in preparing your legacy, you help create the proper format for your loved ones to know what to do when that dreadful day comes.

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SPECIAL ANNOUNCEMENT

Well, just when we thought it was over, it seems that this Delta variant is striking the world once again. A portion of our business is based on offshore planning. It has been nice to be able to travel for work (... and play a little 😊), but it does seem to be slowing down a bit. Some nations are taking more draconian measures. For example, France is basically mandating a vaccine for anyone above the age of twelve (12). This has created massive protests in Paris. Let us wait and see what happens.

On to more.... Natural events! “Harvest Moon” mostly comes in September. It is the fullest moon of the year and looks very large. The moon usually shines its brightest at that point. No other lunar spectacle is as awesome as the Harvest Moon. In North America, the first day of Fall is typically September 22 or September 23. On this day, the hours in the day are almost equal to the hours in the night. Furthermore, in the Northern hemisphere, the first month of autumn usually starts the academic year in many countries. Yes, summer is officially over 😞.

Many people consider September their favorite time of the year because of the ‘new’ start. The start of school is a symbolic marker for many. The reset button is more fitting to them because New Year is so commercialized. According to them, September is a good time to check on goals and aspirations, only to recalibrate in January and re-commit. Where do you stand on that?

THE CURRENT STATE OF MEDI-CAL

Since March of 2020 to the present, the entire planet (no exaggeration with this statement) has been affected by Covid-19. Families have been kept apart, entire economies have collapsed, and our life as we knew it was forever altered. But as they say in Hollywood, “the show must go on.” Though there has been an alleviation in terms of getting back to work, trying to get back to some type of normalcy, it has not come without its price.

Have you tried traveling lately? It is a challenge to say the least. EU is implementing what is known as the Green Pass, which basically tells people you have been vaccinated, and thus allowed to frequent common establishments such as – bars, restaurants, malls, etc... As you can imagine, this has created an uproar for many people, and protests have taken place. The final outcome is yet to be determined.

On this side of the pond, this virus may have been the cause for a further delay of what is called the Deficit Reduction Act of 2006 (DRA). In essence, the Federal Government requested that each state updates the medi-cal (medicaid in other states) laws to conform to the DRA. For all practicality purposes, the DRA would basically delay an individual’s ability to qualify for the benefits Medi-Cal would provide, such as covering the cost of a skilled nursing facility. Imagine having a loved one unable to care for himself / herself, this cost could run you \$5,000 to \$15,000 / month, based on the particular facility.

As you can imagine, this could ruin many families’s life savings. In order to qualify for this aid, many clients elect to transfer assets to their loved ones. This would ensure that their beneficiaries would be able to receive some type of inheritance in the process.

So how does that affect you today? Assume your elder parent transfers \$1 Million of assets to you and your siblings. According to CA’s current law, this would affect your parent’s ability to qualify for Medi-Cal for 30 months. Under the DRA, this timeline would be extended to 60 months. As you can tell, timing greatly affects the ability to qualify for Medi-Cal’s benefits.

CA definitely has its shortcomings when it comes to cost of living. However, this temporary ‘glitch’, which has been around since 2006 (gotta’ love our state’s implementation efficacy 😊), is an unintended benefit to you, the consumer.

If you or someone you love anticipates needing long-term care and have significant assets, it may behoove you to reach out to us and see how fast you could qualify under today’s CA laws. Long-term care is not something that should be decided in a haste. There are many implications to take into consideration – taxes, penalties, cost of care, etc... There are many planning questions you may have that can be answered simply by properly preparing yourself and just outlining the process.

For too long, any legal issue has been approached with dread and a sense of absolute necessity. However, we want to change that perspective for our clients. By simply education yourself and understanding all the pros and cons, you can calmly decide on the best course of action for you and your family.

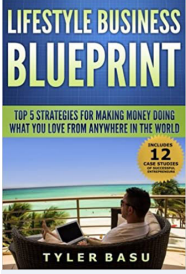
As always, we remain at your service, have a great September!

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No matter how young you are, the earlier you do it, the easier it will be for you to review, and reevaluate whether how you felt 5-10 years ago is still reflected in your plans. And if not, it is not a big deal, a simple amendment can do the trick. However, at that point, you will at least have the foundation to build upon, which is a great feeling.

Of course I am biased when it comes to this subject matter. But like I tell all my clients “whether you realize it or not, so are you! It is just a question of time before you realize the vital role it plays in your life and those you love. Those are my words of wisdom for the month, something for you to think about!





“Lifestyle Business BluePrint”

If the Millennial Generation is remembered for anything, the internet / lifestyle business should definitely be on top of that list. With the birth and growth of the internet, the youths jumped head first and started creating online businesses that were thought of nothing short of fiction a few years back. That growth has been incredible, and many of the largest... and fastest wealth have been built during this time. You may not be a Zuckerberg, but why not contemplate such a path as a realistic career choice?

Having a business of your own is the dream of many! No ‘boss’ to answer to, working at your pace, theoretically making as little or as much as you set your mind to; all that can be within your control. The allure of working on a laptop in any country you so wish is no longer a pipe dream. And so the ‘lifestyle entrepreneur’ was born.

With the help of the internet, entrepreneurs not only create businesses online; but manage it properly and become fully independent. There is very little cost upfront compared to an ordinary brick and mortar. You have the ability to test a market at a fraction of the cost compared to direct mail, paying rent, selling a product whose manufacturing cost can be daunting. What more, all of this can be done in the environment you so choose.

After all, the basic instruments you will need are a laptop and good internet connection. This is the modern era, everyone is connected with the internet and our planet has become a global village. So where do you start you ask? Well, these days, everyone is so busy with their life that they never have any time to go shopping. So a good forum to test your ability to make a living is via online shopping. You can do this business from all over the world. Look at the 5 strategies outlined in this book.

- Starting A Blog
- Hosting A Podcast
- Selling Information Products
- Offering Services As A Freelancer
- Helping Others As A Coach Or Consultant

The second part of the book sets out 7 specific principles that enable all lifestyle entrepreneurs to succeed in the strategies they use. The author goes on to elaborate on each of these principles and the reason they are the foundation to success. Each of the strategies outlined in the book, including one or more of the strategies used to build their business, is supported by a real-life example of a successful entrepreneur:

- *John Lee Dumas*, host of the top ranked podcast Entrepreneur On Fire
- *Jesse Krieger*, Founder of Lifestyle Entrepreneurs Academy and Author of Lifestyle Entrepreneur
- *Pejman Ghadimi*, Founder of SecretEntourage.com
- *Stefan Pylarinos*, Founder of ProjectLifeMastery.com
- *Erlend Bakke*, Founder of Mr. Outsource and Author of Never Work Again

No matter what industry your find yourself in, the internet is a great tool you need to use! However, this book goes a step further in enabling you to think as an independent business, should your dream be to live on your own terms!

MONEY IS NOT EVERYTHING



Now we will prove “Money is not everything”

How would you rate money in the scheme of your life? Is it important? Few subjects are as polarizing as money... except maybe for Trump 😊. My Mother has a saying... Money is not everything, but it's right up there with oxygen. Point made Mother!

In all seriousness, many consider it the source of all evil, others view it as the absolute end goal. However, let us set all emotions aside, and look at this currency we call money we humans all use in one form or another. Hate it or love it, it is an integral part of our every day lives, so let's just learn to use it properly.

Whether your objective is to be rich or not, for purposes of our discussion, it is almost irrelevant. Here is a healthy way to integrate it into your life. Money can be seen as what it is, a simple means of a fair exchange. If you provide me X, I should pay you for that product / service. This applies to you as an individual providing the same. It is fair to say that the better you are able to fill that need that need, the more people would be willing to pay a premium for it. Thus, why not get excellent at that particular task.

In the process, not only do you develop skills and tenacity, but it will make you grow as a person. The character you develop in the process can be a wonderful experience. Let us be honest. We no longer live in a time and age where eating is the main concern of our day to day lives. Quite the contrary, we are given the privilege of an education (admittedly an expensive one at that in Southern California), and given the ability to explore subject matters of interest where one can earn a living from it.

Money can also be seen as a ‘time acquiring’ tool. Mowing the lawn, cleaning your house, doing your groceries; these are all time consuming activities. Having money to hire someone to undertake these tasks on your behalf can free you to spend more energy on your core skills, or simply enjoy more free time.

Yes, it is true - money can buy you a house, but not a home; medicine but not health. However, the healthy integration and view on money can indeed make you a better person. We encourage you to explore and deal with money as with any subject matter that is important to your life, with purposeful intent. **“A wise person should have money in their head, but not in their heart.”**



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Here are some interesting trivia information. Before the reformation of Julius Caesar's calendar reform, September was a 29-day month. Did you know that there are more pop and classic songs with the time "September" in the title than any other month? September is the only month with the same number of letters in its number and name; September is the ninth month and has nine letters in its name.

As you start getting your kids ready to go back to school... or not, based on where you live, and another lockdown takes place; we hope you do so with a rested mind. The weather delivered like it often does in CA, and so there were plenty of opportunities for the beach. But now, it's back to work, and you should do so with vigor!

Get back on the entrepreneurial horse and let your business flourish! We will see you next month!

