

MARCH 2025

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



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“March on. Do not tarry.
To go forward is to move
toward perfection. March
on, and fear not the
thorns, or the sharp stones
on life’s path”.

- Khalil Gibran

THE POWER OF PATIENCE IN GROWING A BUSINESS ORGANICALLY

Before I start, on behalf of myself and the entire staff, we would like to express our genuine appreciation for everyone who showed up to our 20 years in business anniversary! We would also like to recognize the incredible influx of love and support to all those who couldn’t make it! We love you guys just the same! Though I have to keep this article short, I just wanted to let you know this shared thought is really heartfelt! With this in mind, let us dive into the necessary components of a thriving, sustainable business shall we? How poetically synchronized are these articles People?! 😊

In the fast-paced world of entrepreneurship, where success stories of overnight billionaires dominate headlines, it can be tempting to believe that rapid growth is the ultimate goal. However, the reality for most businesses is far different. Sustainable success is built on a foundation of patience, consistency, and a long-term vision. Growing a business organically—without relying on massive external investments or unsustainable hype—requires resilience, strategic thinking, and a deep appreciation for the relationships you build along the way. Believe me, we as a team have been there! The key is to stay focused on delivering exceptional value to your clients, refining your services, and trusting that steady, authentic growth to outlast quick but fleeting success.

Patience is an underrated yet crucial ingredient in business. Many entrepreneurs fall into the trap of comparing themselves to companies that seem to explode onto the scene overnight. What they don’t see is the years of groundwork, trial and error, and persistence that led up to that moment. Instead of being thrown off by the illusion of instant success, business owners should embrace the power of incremental progress. Steady growth allows a company to evolve naturally, refining its offerings, building its reputation, and ensuring that its foundation is strong enough to sustain future expansion. Those who focus on slow, steady growth are far less likely to experience the volatility and burnout that often accompany rapid, artificial expansion.

One of the most powerful aspects of organic growth is the ability to cultivate long-term relationships—both with clients and within the industry. When businesses prioritize their customer base, treating them not just as transactions but as valued partners, they create loyalty that fuels sustainable success. Rather than chasing after quick sales or short-term gains, an entrepreneur who nurtures their client relationships will find that satisfied customers become repeat buyers, vocal advocates, and powerful sources of referrals. A strong, loyal customer base is worth far more than a temporary spike in revenue. By focusing on service, listening to customer needs, and continuously improving offerings, businesses set themselves up for long-term prosperity. One thing we can share with you is, having gone through such growing pains, we noticed that our own knowledge and ‘expertise’ was able to help us grow in size that prevented unnecessary stress on the team. That is an invaluable asset for longevity.

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INTRODUCTION

Welcome to March! As we step into a month of renewal and progress, we’re inspired to focus on learning, evolving, and embracing the future. The world is moving rapidly, with innovations like artificial intelligence (AI) and cryptocurrency reshaping industries and creating new opportunities. Staying informed and adaptable has never been more important, and we’re here to help you navigate these changes with confidence.

Learning about emerging technologies such as AI and cryptocurrency can feel overwhelming, but it’s also incredibly rewarding. These advancements are transforming everything from business strategies to personal finance. By staying curious and investing time in understanding these trends, you position yourself to make informed decisions, whether for your business, investments, or personal growth. In today’s fast-paced world, continuous learning isn’t just an option—it’s essential.

We also want to take a moment to thank everyone who joined us last month to celebrate our office’s 20-year anniversary. It was a joy to share this milestone with you, our valued clients and partners. Your support over the past two decades has been the foundation of our success, and we’re excited to continue serving you for another 20 years and beyond.

This year is shaping up to be a pivotal one, with numerous changes to laws and regulations that could impact you, your family, or your business. In this newsletter, we’ll keep you informed on key updates and how they may affect your estate planning, financial strategies, or legal responsibilities. Our mission is to ensure you’re equipped with the knowledge and tools you need to thrive in an evolving landscape. As we move forward, let’s commit to embracing growth—whether it’s learning about groundbreaking technologies, adapting to legal changes, or striving to improve ourselves and our communities. Together, we can face the future with optimism and resilience. Here’s to a March filled with knowledge, progress, and the promise of another remarkable 20 years!

UNDERSTANDING CA. PROPOSITION 19: KEY CONSIDERATIONS FOR HOMEOWNERS

For whatever reason, Prop. 19 has been inquired quite a bit at our firm as of late. I thought I'd take advantage of this article to provide you a 'refresher' course of some of the key points to keep in mind when dealing with your primary residence. Ready to join me for this fun read? All joking aside, it is quite interesting, so let's get into it!



Proposition 19 passed in November 2020 and fully implemented in 2021. It significantly changed how property tax reassessments work for intergenerational property transfers and homeowners seeking to use their property as a rental. While the measure expanded property tax portability for seniors, disabled individuals, and wildfire victims, it also imposed strict limitations on parents transferring property to their children without reassessment. Homeowners looking to pass down their primary residence or convert it into a rental should be aware of the potential tax implications and the importance of hiring legal counsel to navigate these complex rules.

Before Prop. 19, parents could transfer their primary residence and up to \$1 million in assessed value of other real estate to their children without triggering a reassessment. This allowed families to preserve low property tax rates for future generations. However, under the new law:

- **Primary Residence Transfers:** Parents can still transfer their primary residence to their children without reassessment, *but only if the child uses it as their primary residence*. If the child chooses to rent it out or leave it vacant, the property will be reassessed at its current market value, often resulting in significantly higher property taxes.
- **Rental Property and Second Homes:** The exemption for transferring up to \$1 million in assessed value of non-primary residences (such as rental properties or vacation homes) has been eliminated. Any transfer of such properties to children now triggers a full reassessment to market value, leading to potentially substantial tax increases.
- **Grandparent-to-Grandchild Transfers:** Transfers from grandparents to grandchildren are similarly affected unless both parents of the grandchild are deceased.

Given these changes, homeowners who want to pass down their property

to their children should carefully consider their options. Some key questions to ask include:

- **Will my child live in the property as their primary residence?** If not, the home will be reassessed at full market value, leading to higher property taxes.
- **Does my child have the financial ability to maintain the home?** Even if they qualify for the exemption, the cost of upkeep, insurance, and other expenses should be factored in.
- **Are there alternative estate planning strategies?** Some legal tools, such as irrevocable trusts, may help in preserving property tax benefits under certain circumstances.

For homeowners looking to convert their primary residence into a rental property, Prop. 19 can create additional financial burdens:

- If a property is inherited and then rented out by the child, it will be reassessed at full market value, eliminating the ability to keep the parent's lower tax rate.
- Increased property taxes may reduce rental income profitability and make it difficult for some heirs to hold onto the property long-term.
- Homeowners should consider whether keeping the home as a rental is financially viable or if selling the property might be a more practical option.

Navigating the complexities of Prop. 19 requires careful planning, and an experienced estate planning attorney can help you:

- Structure property transfers in a way that aligns with your financial and family goals.
- Explore legal strategies that may help mitigate reassessment exposure.
- Determine whether a trust or other planning tool can help you preserve your property's tax advantages.
- Provide clarity on whether your plans comply with current laws and regulations.

Proposition 19 has changed the landscape of property ownership and inheritance in California. Without proper planning, families could face significant financial burdens due to unexpected tax increases. Do not hesitate to contact us, or at the very least other (albeit less 😊) counsel to navigate these issues.

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A business that grows organically is also better positioned to weather market fluctuations and economic downturns. Unlike companies that rely on aggressive funding or external forces to drive growth, those that expand through genuine demand and customer satisfaction maintain greater control over their destiny. Organic growth allows for flexibility, ensuring that a business can adapt to challenges without being burdened by excessive debt or the pressure of pleasing investors. Instead of being at the mercy of external forces, entrepreneurs who embrace a patient approach can make thoughtful, strategic decisions based on what is best for their company, employees, and customers.

Ultimately, the most sustainable businesses are those that stay true to their mission and focus on consistently providing high-quality services. True success is not measured by how quickly a company rises, but by how well it endures. Growth fueled by commitment and authenticity will ensure your business is built on a foundation strong enough to stand the test of time.

ESTATE PLANNING TALK

Valerie Pasion at Sea Country Senior on March 11, 2025 @ 1PM.

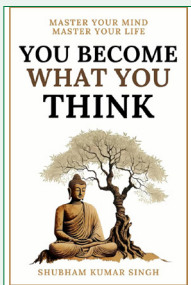
City of Laguna Niguel – Sea Country Senior & Community Center 24602 Aliso Creek Road, Laguna Niguel, CA 92677

Attorney Talk with **Shilpa Bhatt** - "Helping Seniors Navigate Estate Planning"

on Tuesday, March 18, 10:00 – 11:00am (in office or video) RSVP: [APELhelpingseniors.eventbrite.com](https://www.eventbrite.com/e/apel-helping-seniors)

Attorney Talk with **Valerie Pasion** - "Estate Planning for Parents and Minors"

on Wednesday, March 26 10:00 – 11:00am (in office or video) RSVP: [APELparents.eventbrite.com](https://www.eventbrite.com/e/apel-parents)



BOOK REVIEW – SHUBHAM KUMAR SINGH: YOU BECOME WHAT YOU THINK

You Become What You Think by Shubham Kumar Singh is a transformative book that delves into the power of thoughts and how they shape our realities. It explores the profound connection between mindset, actions, and the outcomes we experience in life, offering practical advice for harnessing the mind's potential to achieve personal and professional success.

The central premise of the book is that our thoughts are the seeds of our destiny. Singh argues that the quality of our thinking directly influences our decisions, behavior, and, ultimately, the life we create. By fostering a positive and growth-oriented mindset, individuals can overcome obstacles, achieve their goals, and find fulfillment.

The book is divided into several key themes, beginning with the importance of self-awareness. Singh emphasizes that understanding our current thought patterns is the first step toward change. He provides tools and exercises to help readers identify negative beliefs, reframe limiting thoughts, and cultivate a more empowering perspective. Another major focus of the book is visualization and goal-setting. Singh discusses how vividly imagining one's desired future can trigger motivation and align the subconscious mind with conscious intentions. He also stresses the importance of actionable steps, breaking down large goals into manageable tasks to maintain momentum and consistency.

Resilience is another recurring theme. Singh encourages readers to view challenges not as roadblocks but as opportunities for growth. By maintaining a positive mindset and embracing failure as part of the learning process, individuals can build the resilience needed to persevere through difficulties and setbacks. The book also addresses the role of gratitude and mindfulness in shaping our thoughts and attitudes. Singh explains how practicing gratitude can shift focus from what is lacking to what is abundant, creating a sense of contentment and optimism. Mindfulness, on the other hand, helps in staying present and conscious, reducing the influence of fear or anxiety about the past and future.

Singh provides numerous real-life examples and anecdotes to illustrate the transformative power of thought. From entrepreneurs who turned adversity into opportunity to individuals who redefined their lives through mindset shifts, these stories inspire readers to believe in their potential and take charge of their mental landscape.

You Become What You Think concludes with actionable strategies for maintaining a positive and focused mindset in the long term. Singh advises readers to surround themselves with supportive influences, engage in continuous learning, and practice habits that reinforce self-belief and personal growth.

Ultimately, this book serves as a powerful reminder that the key to success lies within us. By mastering our thoughts, we can unlock limitless possibilities, shape our futures, and become the best versions of ourselves. Singh's work is an inspiring guide for anyone seeking to transform their life through the power of the mind.

The Ultimate Trio: Sauna, Cold Plunge, and Healthy Living

If you're looking to elevate your health and wellness routine, it's time to explore the revitalizing world of saunas, cold plunges, and healthy living. These practices, individually powerful, combine to create a dynamic trio that benefits both body and mind. Not only are they a fun addition to your lifestyle, but they also pack a punch when it comes to improving your overall well-being.



The Sauna: A Hot Ticket to Health

The sauna has been a staple of wellness traditions for centuries, and for good reason. Spending time in a sauna helps your body detox by promoting sweat, which flushes out toxins. Beyond that, the heat boosts circulation, relaxes muscles, and eases tension. Studies have shown that regular sauna use can support cardiovascular health, improve skin condition, and even enhance mood by releasing feel-good endorphins.

For many, the sauna is also a mental oasis. The tranquil environment allows you to disconnect from daily stressors, making it a great space to meditate or simply unwind. Add some eucalyptus or lavender essential oils, and you've got yourself a mini spa experience!

The Cold Plunge: A Chilling Boost

After the heat of the sauna, jumping into a cold plunge might sound intimidating, but it's a game-changer. The shock of cold water invigorates your body, stimulating blood flow and reducing inflammation. Athletes have long embraced cold therapy to aid in muscle recovery and reduce soreness, but its benefits extend far beyond physical performance.

Cold plunges can also improve mental clarity and resilience. The act of enduring the cold requires focus and deep breathing, which can help manage stress and enhance your ability to stay calm under pressure. Plus, the post-plunge energy rush is unbeatable—a natural way to boost your mood and start your day on a high note.

Healthy Living: The Glue That Ties It All Together

While saunas and cold plunges offer incredible benefits on their own, their effects are magnified when paired with a healthy lifestyle. Eating a balanced diet, staying hydrated, exercising regularly, and prioritizing sleep create a strong foundation for overall well-being. Together, these habits enhance your body's ability to recover, rejuvenate, and thrive.

Incorporating these practices into your routine doesn't have to be complicated. Many gyms and wellness centers now offer sauna and cold plunge facilities, or you can explore portable at-home options. Create a ritual that works for you, whether it's a weekend treat or a daily rejuvenation session.

The Fun of the Ritual

What makes this trio especially enjoyable is the sense of adventure and accomplishment. Embracing the contrast between heat and cold keeps things exciting, while the lasting health benefits make it all worthwhile. So, why not take the plunge (literally)? Your body and mind will thank you for it!



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Patrick P. Phancao
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As March comes to a close, it's a great time to reflect on the habits and routines that help us grow and succeed. One timeless habit is reading—an invaluable way to expand our knowledge, spark creativity, and stay inspired. Whether it's diving into a thought-provoking book, exploring new ideas in a magazine, or staying updated with our newsletter, continual reading keeps our minds sharp and our perspectives fresh.

Equally important is spending time with family. In our busy lives, it's easy to let moments slip by, but quality time with loved ones is one of life's greatest treasures. It strengthens bonds, builds memories, and provides the encouragement we need to pursue our dreams. Whether it's sharing a meal, tackling a project together, or simply catching up, these connections enrich our lives in countless ways.

Finally, don't lose sight of your goals. Thriving requires focus, consistency, and a willingness to adapt. Each step you take, no matter how small, moves you closer to the life you envision. Keep pushing forward, learning, and growing—your efforts will pay off.

Here's to making the most of the rest of March and embracing the opportunities ahead! We're here to support you every step of the way.

