



The Law Firm of  
**KAVESH, MINOR & OTIS, INC.**

Estate Planning Specialists  
*for your peace of mind*®

Throughout Los Angeles & Orange County

1-800-756-5596

[www.kaveshlaw.com](http://www.kaveshlaw.com)

990 West 190th Street | Suite 500 | Torrance, California 90502

June 2016 Newsletter

## A Funny Thing Happened On the Way To...(Some of My Craziest Seminar Stories)

By: Attorney Phil Kavesh



You may already know that one of my favorite things in life is presenting educational seminars on estate planning. What you may not know - - and I've been asked to share with you here - - are some of the unusual occurrences I've experienced in doing over 2,000 seminars over the past 25 plus years.

I've had so many funny, odd, and not-so-funny events happen on the way to, during, and after seminars that I really had to probe my memory to pick out the most unusual ones.

Of course, I've encountered all the "usual" goofs that any seminar speaker has experienced over time. I've traveled to the wrong hotel, or gotten there on the wrong day and time, or I've arrived to the right venue and found the seminar room locked and no one could find the key, or found the room open but all the chairs locked up in the storage closet with no one having the key. I've forgotten the slides or handouts or brought the wrong ones. I've suffered equipment failures, power outages, and even overhead sprinklers going off! However I'll bypass all these mundane misfortunes and go right to the weirdest, most memorable occurrences.

Let me start with some of the "lighter" ones.

### The Jokester & His "Match"

I recall that once, during a seminar, I was talking about how all your assets comprise your estate, even your antiques and junk - - and quipped, "You know there's a fine line between the antiques and junk!" Immediately a gentleman turned to his wife and blurted out, "Yeah, I know - - she's the antique and she says I'm the junk" (to which his wife instantly

**VIEW LIVING TRUST  
SEMINAR PREVIEW**



### INSIDE THIS ISSUE

- Phil's Story.....1-4
- Seminars.....2-3
- Office Locations.....4
- Featured Article.....5-6
- Quote of the Month.....7
- Recipe of the Month.....7
- A Special "Thank You".....8
- Subscribe NOW!.....8

This is a sample of our monthly e-mail newsletter. To sign up to receive our newsletter, go to [www.kaveshlaw.com](http://www.kaveshlaw.com)



## Living Trust Seminars

For the public and also for our existing clients who want to bring family or friends!

### Saturday, July 9

Torrance Double Tree Hotel  
9:00am  
21333 Hawthorne Blvd.

[Register Here](#)

### Tuesday, July 12

Torrance Main Office  
9:30am  
990 W. 190th St., #500

[Register Here](#)

### Thursday, July 21

Torrance Main Office  
9:30am  
990 W. 190th St., #500

[Register Here](#)

This is a sample of our monthly e-mail newsletter. To sign up to receive our newsletter, go to [www.kaveshlaw.com](http://www.kaveshlaw.com) or call 1-800-756-5596.

reacted by hitting him in the face with her handbag)!

### "Please Hold Your Questions Until the End..."

Another time, during a seminar, a lady began raising her hand above her head. I stopped and reminded her - - per the rules I set out when I began - - to please hold her question until the end and I would be happy to answer it then, but that didn't stop her. Moments later, she raised her hand again. I again had to nicely remind her to wait! Then, after 20 minutes, just when things appeared to be okay, she once again raised her hand, began waiving it wildly back and forth and practically jumped out of her seat to get my attention. I finally caved in and said, "All right, I'll answer your question now," to which she shrieked out, "Can I go to the bathroom?" and then proceeded to run out of the room! Wow, I guess as a youngster she must have attended a really strict school!

### The Sleepy Attendee

I can recall receiving many strange questions during the question and answer session at the end of my seminar presentations. One of my favorites came from an elderly man, seated in the front row, who had seemed to doze off at times during my two hour, detailed discussion of Living Trusts. When this discussion was over, he raised his hand and I politely asked him for his question. He stopped, seemingly locked in deep thought and then slowly asked, "What's this here Living Trust thing you've been talkin' about?"

### Please, Sir, May I Have Some More?

Another time, at a free dinner seminar, I got to the questions part, but no one raised their hand so I stood there and waited for a moment. Finally, I saw a hand go up and I said, out of relief, "Good, a question!" to which the person responded, "Can I get another dinner and dessert to take home?"

That reminds me of a near riot I once caused at the end of a seminar...

### "The Riot"

I was expecting a large, late afternoon audience and we had put out a big spread of gourmet cheeses, fruit, rolls, desserts and candies. When I finished the seminar, I noticed the great amount of food left so I said, "Help yourselves to any of the remaining food." You should have seen the people bolt out of their seats and stampede to the back of the room - - then fight over the spoils, with ladies elbowing each other out of the way while shoving food in their handbags!

I've also had some 'heavier,' more serious events occur.

## **We Will Never Forget**

One emblazoned in my mind happened just as I was about to leave my home to go to a seminar. I had spent a great deal of time and energy preparing for this particular seminar and I was very pumped up to give it -- my first ever on the new invention I had just created, the "IRA Inheritance Trust®." As I was halfway out the door, my wife screamed, "Your Mom is on the phone and she sounds like she's having a heart attack!" I ran to the phone and my Mom was shouting almost incoherently, "Turn on your TV -- right now!" I did and just as the picture came on I saw an airplane fly into the side of a skyscraper building. The day was September 11th, 2001 and after I calmed down my Mom (who lived close to New York and was afraid for her life), I called my office to cancel the seminar; a small personal misfortune compared to the horrible suffering of many others on that day.

## **Another False Alarm?**

I've also had to call off seminars midway through them due to unexpected, near catastrophic events. Once I was speaking at a hotel where an irritating, loud fire signal repeatedly went off, followed by an announcement over the loudspeaker, "Sorry for the false alarm!" So when it happened for about the fifth time, I just calmly said to the audience, "Don't worry. Stay seated. It's probably just another one of their false alarms." Everything did seem fine, until a few minutes later a man in the audience jumped out of his seat and motioned to the window where we could all see smoke and then flames lapping up the side of the building! Fortunately, we all immediately got out of the room to safety but you can imagine the ensuing chaos as fire engines were pulling into the parking lot, attendees were scurrying in all directions and I was frantically chasing them to grab their response forms before they got into their cars! (I quickly learned the value of having an assistant accompany me at my seminars!)

## **Thanks to the Men in Blue**

Another mid-seminar disaster was far more strange. As I was speaking, I faced the back of the room where the entry and exit doors were located across from each other. All of a sudden, one door swung wide open and a man with a hoodie pulled over much of his face ran across the back, heading for the other door -- followed by a policeman with his gun drawn! They continued their chase out the exit door and shortly thereafter police backup came in and cleared the audience and me from the room. As we were standing in the parking lot watching the police place a tape barrier around the building, I realized, to my dismay, that all my seminar equipment, handouts and keys to my car were still in the room -- and I had to travel to another location in about 45 minutes to give another seminar! This time not only didn't I get the attendees' response forms, I had to call off the other seminar too because I wound up spending hours swapping jokes with the policemen in the parking lot before they finally let me back in the room. (You know, I never did find out whether the hooded man was apprehended!)

### **Long-Term Nursing Care Planning Seminar**

**Tuesday, July 5**

Torrance Main Office  
9:30am  
990 W. 190th St., #500

[Register Here](#)

**Thursday, July 14**

Torrance Main Office  
9:30am  
990 W. 190th St., #500

[Register Here](#)

**Saturday, July 30**

Torrance Main Office  
10:00am  
990 W. 190th St., #500

[Register Here](#)

This is a sample of our monthly e-mail newsletter. To sign up to receive our newsletter, go to [www.kaveshlaw.com](http://www.kaveshlaw.com) or call 1-800-756-5596.

## An Important Lesson Learned by Everybody That Day

But the one mid-seminar disaster I most often recall was scarier than either a roaring fire or an armed police chase. While I was speaking I noticed that a man in the audience suddenly slumped over and looked like he was about to fall out of his chair. The person seated next him shouted out, "Dial 911!" My assistant did so immediately and laid the apparently unconscious man flat on the floor. Seemingly within a minute, paramedics rushed in, placed him on a gurney and wheeled him out. No one knew if he was dead or not, or whether he could be revived. After all this disruption, I tried my best to return to my seminar presentation and in a short time seemed to have recaptured the audiences' attention, when all of a sudden the paramedics wheeled the man, now in a conscious and seated position, back into the room! As the rest of us looked at him in shock he explained, "I'm okay. Just had a minor heart attack because I forgot my medicine - - but I wasn't going to let them take me to the hospital because I really need to listen to what you have to say!" His entrance seemed right on cue because I was just about to flip to the slide where I explain the reason people don't have any estate plan, or one that has become old and out-of-date, is procrastination - - and that none of us has a guarantee we'll have a chance to take care of it tomorrow! Needless to say, everyone at that seminar wound up making a consultation appointment! (And, by the way, there may be a lesson in this story for you, too!)

## All's Well That Ends Well

Despite all the wild, crazy, funny, and at times not-so-funny, things that have happened on the way to and during my seminars, there does occur a wonderful event after almost every seminar nowadays that keeps me plugging along after all these years. Invariably, someone - - either a client of our firm, or a trustee who has served on behalf of an incapacitated or deceased client, or a client's beneficiary - - walks up, extends his or her hand, and personally thanks me for how we have helped. That alone makes all the seminar "madness" I've endured worthwhile. It serves as a reminder why I got into this area of law and have devoted to it over half my lifetime.

Hopefully, if you're not already a client of ours, you'll take the time to attend one of our upcoming free educational seminars ([click here](#)). And, of course, if you're a client in need of a refresher or know of someone who may benefit from our services, please feel free to attend and bring them as well. I promise you we'll try to keep the seminar as entertaining - - and uneventful - - as possible!

## OFFICE LOCATIONS

For your convenience, we have multiple office locations throughout Southern California.

### Main Office:

Torrance Office  
990 West 190th Street  
Suite 500  
Torrance, California 90502

### Other Local Offices:

Pasadena Office  
790 E. Colorado Blvd. 9th Floor  
Pasadena, CA 91101

Woodland Hills Office  
5850 Canoga Avenue, 4th Floor  
Woodland Hills, CA 91367

Orange Office  
333 City Drive West 17th Floor  
Orange, CA 92868

Newport Beach Office  
5000 Birch Street Suite 8000  
Newport Beach CA, 92660



This is a sample of our monthly e-mail newsletter. To sign up to receive our newsletter, go to [www.kaveshlaw.com](http://www.kaveshlaw.com) or call 1-800-756-5596.

## FEATURED ARTICLE



### ***Estate Planning for the Never-Married***

*An article from NY Times, published Nov. 11, 2015.*

*Written by Fran Hawthorne*

When Adam Cooperman opened a technology consulting firm in New York City eight years ago at age 33, he also prepared a will and other legal and medical documents. "If I have all these professional matters, I should probably have my personal affairs in order, as well," he explained.

With no spouse or children, he divided his assets equally between his parents and his brother. Partly because those relatives were 3,000 miles away in California, he gave powers such as his health care proxy, or the right to make medical decisions if he is incapable, to "people that I valued as mentors, advisers and friends" who lived nearby.

Today Mr. Cooperman, still single and childless, has sold his business and is rethinking his estate plan. He might hand the nonfinancial pow-

ers, along with his assets, now in the low seven figures, to his relatives.

"I probably named some friends I'm not as close to anymore," he said. "But family is family."

For married couples and parents, such estate decisions are usually routine: The surviving partner and offspring get the money and the legal and medical authority.

However, more and more Americans are in a position similar to that of Mr. Cooperman. According to the Pew Research Center, 20 percent of adults age 25 and older in 2012 had never married, up from 9 percent in 1960.

The number of women age 40 to 44 who also have not borne children has seesawed, from 10 percent in 1976 to 20 percent in 2005 to 15 percent in 2014.

"We think we don't need to address these things until we're married or have children to protect," said Douglas A. Boneparth, a partner at the financial planning firm Life and Wealth Planning in New York City, who specializes in millennials. "But the need to spell these things out can be greater for someone who is single, because it's not obvious who you want making these decisions."

When people do not specify their intentions, most state laws follow fairly rigid genealogical rules of inheritance and chew up time and money in the process.

"It's better to come up with a choice, even if it's not exactly right, than not to make a choice and have your money go to distant relatives who you don't know or like," said Gary D. Altman, the founder and principal lawyer at Altman & Associates, an estate-planning law firm in Rockville, Md.

This is a sample of our monthly e-mail newsletter. To sign up to receive our newsletter, go to [www.kaveshlaw.com](http://www.kaveshlaw.com) or call 1-800-756-5596.

Estate-planning experts say the first choices as heirs are usually a longtime companion, nieces and nephews, and siblings, followed by parents, other relatives, then friends.

After that list, women and older clients are particularly likely to add charities, planners say. Experts also advise wealthy clients to consider charitable bequests to reduce estate taxes. Most popular are the donor's alma mater and medical causes that affected the donor's life, although planners have seen beneficiaries like animal shelters and scholarships for firefighters.

"It's their legacy - what the client wants to be known for," said Edward W. Gjersten II, president of the Financial Planning Association, a trade group based in Denver.

Determining how much to give each beneficiary is more nuanced.

When she wrote her will four years ago, Mary Reilly, now 52 and the owner of the MBA Nanny, a backup babysitting service in New York, divided her approximately \$400,000 in assets equally between her two sisters. She omitted her longtime boyfriend, noting that "his net worth was fairly substantial."

That decision became moot when the couple later split up. And as she contemplates updating her documents, Ms. Reilly said she might reduce one sister's share to around 30 percent, because "she's married, and her husband has done pretty well." She might also carve out a combined 5 to 10 percent for her three nephews, now that all are over age 18.

"If I grow my wealth, I would consider a charity or my undergrad college," Ms. Reilly added. "But not Columbia Business School," where she earned her graduate degree: "They have more money than God."

Experts disagree on whether financial beneficiaries should also have legal and medical authority, as Mr. Cooperman is considering doing.

Stephanie J. Lee, founder of East Rock Financial Services, a financial advisory firm in San Francisco, warned that heirs might have difficulty coping with estate work "at a time when they're grieving."

Lawyers, accountants and bank trust officers can handle legal and financial tasks, but for sensitive medical decisions, experts suggest relatives or close friends who are geographically nearby and have enough time.

Ms. Reilly gave her then-boyfriend, rather than her sisters, her health care proxy, because "he understood more clearly that I would not want to stay alive forever."

In any case, people should review these decisions every five or so years, according to estate-planning experts.

For now, Andrea Reichenbach, 39, a New York marketer, named her parents and brother as the beneficiaries of assets she calls "modest by New York standards" and gave her brother her health care proxy.

If her life changes, "I would be thrilled to go to my lawyer and say, 'I have a partner and I want to adjust my will,'" Ms. Reichenbach said, laughing. "But why would I wait for that?"

This is a sample of our monthly e-mail newsletter. To sign up to receive our newsletter, go to [www.kaveshlaw.com](http://www.kaveshlaw.com)

## QUOTE OF THE MONTH

“ *Good, better best. Never let it rest ‘til your good is better and your better is best.* ”

### St. Jerome

## RECIPE OF THE MONTH

### Baja-Style Rosemary Chicken

*8 servings, total cooking time: 1 hour*

#### Ingredients

3 garlic cloves, minced  
2 dried chiles de arbol, crumbled (or 1/2 teaspoon crushed red pepper)  
1 teaspoon minced rosemary  
1 teaspoon dried Mexican oregano, crumbled  
1/4 cup fresh lemon juice  
1/4 cup extra-virgin olive oil  
2 pounds boneless, skinless chicken thighs, cut into 1 1/2-inch pieces  
Kosher salt  
Pepper  
8 sturdy 12-inch rosemary sprigs, leaves on bottom half removed  
Lime wedges, for serving



*Great for summer grilling! A recipe from [Food & Wine](#)*

#### DIRECTIONS

1. In a large bowl, combine the onion, garlic, chiles (or crushed red pepper), minced rosemary, oregano, lemon juice and olive oil; set aside 1/4 cup of the marinade. Season the chicken with salt and pepper and add it to the bowl. Mix well, cover and marinate for 30 minutes.
2. Light a grill. Remove the chicken from the marinade and thread the pieces onto the rosemary skewers; discard the marinade. Oil the grate and grill the chicken over moderate heat, turning occasionally and basting with the reserved marinade, until golden and cooked through, 15 to 20 minutes. Serve with lime wedges.

This is a sample of our monthly e-mail newsletter. To sign up to receive our newsletter, go to [www.kaveshlaw.com](http://www.kaveshlaw.com)

## A SPECIAL “THANK YOU”

Here is a very special THANK YOU to all of our clients who have referred family and friends, or forwarded our newsletter to them! If you are part of a group or club and you would be interested in having us speak to the members on important estate planning topics of interest, please contact us at [info@kaveshlaw.com](mailto:info@kaveshlaw.com).



## SUBSCRIBE NOW!

### JOIN OUR FREE E-MAIL NEWSLETTER LIST

If you like this newsletter and would like to subscribe to receive our free monthly newsletter by e-mail, you can quickly and easily subscribe by doing one of the following:

**Visit [www.kaveshlaw.com](http://www.kaveshlaw.com) and subscribe online**

**OR**

**Contact us by phone at 1-800-756-5596  
(or just ask the receptionist)**

Also, if you have any suggestions, comments or questions regarding the content of this newsletter, please contact us at 1-800-756-5596 or by e-mail at [info@kaveshlaw.com](mailto:info@kaveshlaw.com).

*Note: Nothing in this publication is intended or written to be used, and cannot be used by any person for the purpose of avoiding tax penalties regarding any transactions or matters addressed herein. You should always seek advice from independent tax advisors regarding the same. [See IRS Circular 230.]*

## CONTACT US

You may contact us to make an appointment for your initial consultation, to schedule a review of your current estate plan, or to make a referral.



The Law Firm of  
**KAVESH  
MINOR &  
OTIS, INC**

Estate Planning Specialists  
*for your peace of mind®*

1-800-756-5596  
[www.kaveshlaw.com](http://www.kaveshlaw.com)  
[info@kaveshlaw.com](mailto:info@kaveshlaw.com)

## OUR WEBSITE



Learn more about important estate planning issues by visiting our website.

[www.kaveshlaw.com](http://www.kaveshlaw.com)

Also, visit our blog to keep up on the latest developments in estate planning.