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FEBRUARY 2023 ISSUE

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LIVING TRUST SEMINARS

For those who don't yet have a Trust, but also those who have one and may need to review and update it! Both the public and our existing clients are invited - - and please bring your family or friends!

NOTE: All of our seminars listed below are now being held in-person. If you, or someone you know, would like to attend a seminar, but cannot attend a live one, please send us an e-mail so we can explore other options.

(Also note: We may provide services to anyone residing in California without them having to travel to our offices.)

IN-PERSON LIVING TRUST SEMINARS

SATURDAY February 4th

9:30am - 11:30am
Torrance Main Office
990 W. 190th Street
Suite 500 (5th Floor)
Extremely Limited Capacity

REGISTER

THURSDAY February 9th 9:30am - 11:30am

Torrance Main Office

When I heard of the recent passing of internationally renowned journalist and TV celebrity, Barbara Walters, a stream of memories that had been dammed up for many years suddenly flooded into my conscious mind.

It Was the Worst of Times

At least as far as my young law firm was concerned. The time was 1983. After two years of struggling to get my fledgling practice off the ground, I had come to the realization I might have to abandon my dream of running my own law firm. Although I already had years of tax and estate planning experience and a bunch of impressive letters behind my name -- LL.M. (Master Degree in Taxation) CFP® (Certified Financial Planner®) - - my office phone didn't ring off the hook. I didn't know how to bring in clients. Some financial advisors and insurance agents I knew had promised to refer their customers, but it wasn't happening. I also tried public seminars and failed miserably. My confidence was at an all-time low, while my credit card balances were at an all-time high.

Fortunately, my luck and my life's direction began to shift when I met a CPA named Brian. He was a partner at the local branch of a large, national CPA firm and worked with me on a mutual client. We were talking one day and he asked how my law practice was doing. Without thinking, I blurted out, "Terribly!" He responded, "Phil, with your background in tax and financial planning and your client service skills, we may have a position for you!" Before I even heard what the 990 W. 190th Street Suite 500 (5th Floor) Extremely Limited Capacity

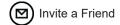
REGISTER

WEDNESDAY February 22nd

9:30am - 11:30am
Torrance Main Office
990 W. 190th Street
Suite 500 (5th Floor)
Extremely Limited Capacity

REGISTER





FREE REPORT



After working so hard to provide for your family, it would be a tragedy if you were unable to pass on the fruits of your labor after your passing.

job was or how much it paid, I said, "I'll take it!"

So, I went to work for his CPA firm to supplement the income of my law practice, which remained alive but on life support. My job was to review their biggest clients' tax returns and recommend tax saving strategies, as well as other financial and estate planning. But I wasn't permitted to act as an attorney for any of their clients (which is why I can tell you this story). That limitation was alright with me, because my life boat had arrived and I was happy to get in.

The CPA firm's office was located in Orange County, not far from my law firm's original Tustin office, but within a short time, its bigger Los Angeles office learned about me requested my transfer. The LA office specialized in "business management" for many top entertainment industry "moguls" and actors. When I moved to the LA office, I was completely oblivious to this. I worked in a remote corner of the office within the Tax Department and never saw any of those "big wig" clients or the partners in charge of their accounts. I basically punching the clock every diligently performing my assigned responsibilities anonymously, with my head down, making planning recommendations for the partners to pass along to clients, while waiting for the moment I would figure out my future and hopefully re-launch my law practice, until...

READ MORE

Unfortunately, there are plenty of mistakes that can reduce the amount of an estate and threaten your family's future. These simple errors happen far too often, usually because people do not have accurate estate planning information.

You Can Avoid Common Estate Planning Mistakes

When you download your free copy of our book entitled, "The 10 Biggest Estate Planning Mistakes People Make", you will learn the biggest misconceptions and myths that can have a devastating effect on your relatives and property, as well as the actions you should take NOW to avoid future heartache.

REQUEST REPORT

JANUARY SURVEY RESULTS



Last month, we polled readers to find out what kinds of New Year's resolutions they were making for 2023. The results are in...

RETIRE

SPECIAL EVENT

Will the Volatile Economy and Stock Market Wreck Your Retirement?



You hear so much negative news from the media - - War, Inflation, Rising Interest Rates, and a Volatile Stock Market. How can you make sense of all of it and properly protect your financial future?

Many clients have asked us these questions. That's why we have arranged a very special presentation by a nationally recognized expert on the economy and markets, Dryden Pence. Mr. Pence has over 30 years of financial industry experience and is a frequent TV guest on Fox News, Bloomberg and CNBC. He is also the Chief Investment Officer of one of Barron's Top 100 Private Wealth Management Teams.

If you ever wanted someone to help explain - - in plain English - - what is really going on, this is your chance. Come and learn what is happening now, what is ahead, and how one of

21.7%

EXERCISE MORE **26.1%**

13.0%

17.4%

OTHER **8.7%**

NONE **13.0%**

America's top investment managers is navigating through it all.

WEDNESDAY February 1st

10:00am to 11:30am
Torrance Main Office
990 W. 190th Street, Suite 500
Extremely Limited Capacity

REGISTER NOW

Can't make this date?

Call us and ask about the next one!

5 Reasons for Seniors to Celebrate in 2023

Courtesy of Elder Law Answers

It has been a tumultuous few years for everyone. Amid a continuing pandemic, tense midterm elections, and a war in Ukraine, we have grappled with more than our fair share of grim news.

However, with the new year upon us, there are some silver linings — in particular for seniors. Here are five reasons for seniors to celebrate in 2023:



#1. Social Security Benefits Are Seeing the Biggest Increase in 40 Years.

Social Security beneficiaries will find that their monthly checks are increasing by nearly 9 percent, come January 2023. This cost-of-living adjustment (COLA) is the largest boost to Social Security benefits in more than four decades.

For more than 65 million individuals currently receiving these benefits, payments will rise by about \$140 on average per month.

If you are a Social Security beneficiary, you can get an estimate of how much

more you will be receiving in 2023 by using the online My Social Security portal on the Social Security Administration website.

#2. Medicare Part B Premiums Are Lower.

For the first time in more than 10 years, Medicare Part B enrollees will see some of their costs decline.

The Centers for Medicare and Medicaid (CMS) announced that the following will take effect in 2023:

- The Medicare Part B basic monthly premium is decreasing by \$5.20 per month (savings of \$62 for the year).
- The Medicare Part B annual deductible is decreasing by \$7 per month (savings of \$84 for the year).

Note that beneficiaries with higher incomes pay higher monthly premiums. Read more in the <u>news release from CMS</u>.

#3. You Can Contribute More Than Ever to Retirement.

The IRS is allowing record increases in 2023 for contributions to 401(k)s, Roth IRAs, and traditional IRAs.

If you are working and have a 401(k), 403(b), or 457 plan, you can contribute up to \$22,500 to that account in 2023. Working individuals who are 50 years and older can contribute another \$7,500.

If you have a Roth IRA or IRA, you can now contribute \$6,500 in 2023 (up from \$6,000 in 2022).

#4. You Don't Have to Wait Months for Medicare Part B Coverage to Begin.

A new rule is also setting seniors up with improved access to health care coverage. In the past, if you waited until the last three months of your Initial Enrollment Period (IEP) to enroll in Medicare, you would have to wait another two to three months before your coverage began.

As of January 1, 2023, if you enroll in Medicare during the last three months of your IEP, your Medicare Part B coverage will begin on the first day of the month after you sign up. You will not have to wait several months to receive benefits.

If you sign up for Medicare during the General Enrollment Period, which runs from January 1 to March 31, you used to face a coverage gap. Coverage did not begin until July 1. Starting in 2023, your coverage will start the first day of the month after you enroll.

#5. SSI and SSDI Benefits Are Also Seeing a Boost.

If you are a beneficiary of Supplemental Security Income (SSI) or Social Security Disability Insurance (SSDI), you will see modest increases in your monthly benefits payouts before the new year. Beginning on December 30, 2022, SSI individual recipients will receive \$73 more a month. Couples will receive \$110 more in SSI benefits per month.

Meanwhile, SSDI benefits will see a monthly increase of about \$119 more on average for those who are not blind.

Financial & Market Update Courtesy of Pence Wealth Management

With all of the changes happening in the financial markets these days, it can be challenging to stay on top of the latest news. This is why the advisors at Pence Wealth Management have put together podcasts and videos with a variety of important and relevant financial and market updates. Take a listen below to the most recent podcast (Season 4, Episode 1) with an update on what's going on in the market.

LISTEN NOW





DISCLOSURE: The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. Historical performance is no guarantee of future results. All market indices are unmanaged and may not be invested into directly. The economic forecasts set forth may not develop as predicted and there can be no guarantee that strategies promoted will be successful. All investing involves risk including loss of principal. Pence Wealth Management does not provide legal and/or tax advice or services. Please consult your legal and/or tax advisor regarding your specific situation. E. Dryden Pence III and Laila Marshall-Pence are Registered Principals with LPL Financial. Securities and Advisory Services offered through LPL Financial, a Registered Investment Advisor. Member FINRA/SIPC. Pence Wealth Management, Inc. ("PWM") is a financial services practice within LPL Financial LLC

RECIPE OF THE MONTH Curry Stuffed Bell Peppers

Stuff any color bell with a mix of onion, ground turkey or chicken, zucchini, curry powder, quinoa or brown rice, and cilantro.

INGREDIENTS

- 4 medium bell
 peppers (any color) tops cut
 away, seeds and white
 membrane removed
- 1 Tbsp. extra virgin olive oil
- 1 small onion (diced)
- 1 lb. extra-lean ground turkey or chicken
- 1 medium zucchini (diced)
- 1 tsp. curry powder
- 1 tsp. no-calorie sweetener, granulated, 1/2 packet
- 1/2 tsp. cloves
- 1/2 tsp. garlic powder
- 1/2 tsp. black pepper
- 1 cup low-sodium chicken broth
- 1 1/2 cups guinoa (cooked to package instructions)
- 1/4 cup chopped, fresh cilantro

DIRECTIONS

- 1. Preheat oven to 375.
- 2. In a large skillet, heat oil over medium heat. Add onions and cook 2-3 minutes until translucent.
- 3. Add turkey and brown breaking up clumps and stirring until cooked through (it will turn greyish white).
- 4. Add zucchini, curry powder, no-calorie sweetener, cloves, garlic powder and pepper. Stir and cook 2-3 minutes more. Remove from heat.
- 5. Stir in chicken broth, quinoa, and cilantro until well mixed. Spoon ¼ of mixture in to each bell pepper. Place peppers in an 8x8 baking dish, standing up. Add enough water to cover the bottom of the baking dish about 1/8 inch deep.
- 6. Bake 25-30 minutes in preheated oven until peppers are tender and mixture is heated through.



CLIENT TESTIMONIALS

"I STRONGLY endorse & support Jane Lee who is an attorney with The Law Firm of Kavesh, Minor & Otis!! She has been just **OUTSTANDING** in reviewing my Trust & offering desirable changes too ... She has been very flexible in meeting my rather demanding idiosyncrasies - both personal & Trust related!! I HIGHLY endorse the firm & Ms. Lee. I am completely confident that the provisions reflect my desires after my passing & that the Firm & Ms. Lee will be there for my second wife (my first wife and mother of my two daughters died in '99)...I have two grandsons that are adequately accounted for too!!I

—Joe L.

"This firm provides outstanding service. Five years ago, they helped me establish a living trust. The firm offers periodic complimentary reviews. I recently met with Attorney Peter Keon for this purpose. He carefully reviewed and discussed all of my documents and ensured that all of my questions were answered to my satisfaction. He provided helpful updates and information. I am very glad I chose this law firm for my legal needs."

—Charlotte A.

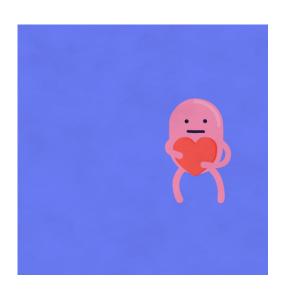
"Peter Keon created our living trust and have had follow-up meetings with him. He is knowledgeable and thorough when answering questions specifically to our family needs. We feel confident that he will serve us well. Thank you."

—Donald & Pearl S.

"Excellent law firm. They are very professional and thorough. Top notch lawyers and staff. They follow up to make sure the trust is up to date and if any changes need to be made. Highly recommend them for all family trust matters."

-Ken G.

* * * * *



Thank you for these wonderful client reviews!

We know that our clients and all the members of our community have many options to choose from when it comes to assisting with their estate planning needs. It is very gratifying to us that people put their trust in us to help them with these important decisions that will impact them and their loved ones for

years to come.

Many of our clients have asked how they can support us in return and they have done so by not only referring their friends and family (for example by forwarding this e-mail newsletter), but also by taking the time to leave us an online review (which we'd really appreciate, if you haven't done so already). Below are a handful of websites you can choose from to leave a quick online review of your experience with our firm.

Thank you, in advance, for your help! We look forward to continuing to serve you and your loved ones for many more years to come!





QUOTE OF THE MONTH



"Unconditional love is the magic bridge that spans the generations: we love them unconditionally, and they love us back without reservations. It's a two-way experience. It grows the children and gentles the grandparents."

—Jane Isay, Author

REMINDER: IN-PERSON MEETINGS!

Now that COVID has subsided, most of our clients feel that their private estate planning matters are better discussed in-person, rather than over a Zoom meeting or by telephone. We have limited our visitor capacity and all the necessary safety precautions and protocols are in place at our premises to keep our clients and our staff safe. In addition, all of our attorneys and staff are fully vaccinated.

We still have virtual meetings available for those who cannot or do not wish to come into the office at this time.



OFFICE LOCATIONS

For your convenience, we have multiple office locations throughout Southern California. NOTE: COVID-19 regulations now permit us to meet with you in person at our offices, but personalized meetings are still available through Zoom, FaceTime or telephone.

MAIN OFFICE

TORRANCE OFFICE 990 W. 190th Street, Suite 500 Torrance, CA 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 **TELEPHONE NUMBER**

1.800.756.5596

ORANGE OFFICE333 City Drive West, 17th Floor Orange, CA 92868

NEWPORT BEACH OFFICE 5000 Birch Street, Suite 8000 Newport Beach, CA 92660







The testimonials in this newsletter and throughout our website were provided by actual clients. To maintain their privacy, their names may be abbreviated and their photos are not shown. Please note that testimonials do not warrant, guarantee or predict your particular results. Actual client testimonial letters may be viewed by you in several "Thank You" books, proudly displayed at our main office lobby.

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