

SEPTMBER 2021
ISSUE NO.22

DICKERSON DIGEST

WITH SPECIAL
GUEST INTERVIEW

NICK NANTON

22 TIME EMMY AWARD WINNING DIRECTOR



THREE KEY STEPS TO BUSINESS SUCCESSION

From the first day you start your business, you want to make sure your business plan is coordinated with your succession plan. Many business owners are so wrapped up in their business that they don't even think about a succession plan until a year or two before they want to retire.

Yet, preparing for the transition of your business could save you heartache and protect your family from unnecessary financial risk.

Understand your emotional attachment

Many business owners find succession planning an overwhelming and emotional challenge.

"Given the hard work and dedication to cultivating and growing their business, many business owners may not be ready to walk away," says Kimberly Rosati, regional manager of estate planning at Fidelity Investments. "It's their life, their everything."

Triggers of succession

Aside from the personal goals of a succession plan, there are other issues that could trigger the selling or transferring of assets. Potential issues include the disability or death of an owner, clauses in the ownership documents on estrangement and lifetime transfer restrictions, start-up equity options, or loss of a professional license. But when any of these events or any other disruption occurs, it helps if you already have a plan in place.

Step 1: Determine your exit strategy and your desired legacy.

Some questions to ask yourself as a business owner preparing for this transition are:

- What do I envision for my business in the future, and how would my transition impact that vision?
- Do I want to have a clean break from the business or would I prefer to stay involved?
- Have I identified successor executives such as key employees or have I groomed family members to take over?
- If I sell the business and walk away, how will I fill my time?

Find out what your business is worth

If you decide to sell your business or a portion of it, you have to find out how much the business is worth. There are several common methods of business valuation. These include:

- **Asset-based valuation:** An asset-based valuation is determined by aggregating the value of tangible and intangible assets. The value of these assets can be arrived at through a professional appraiser.
- **Earnings multiplier:** Calculate your business's annual earnings, determine an actual multiplier, and confirm that these measurements are typical for other businesses in your industry or location.
- **The use of "comps":** Determine what other similar businesses in your industry and location have sold for recently. You can work with a business broker for information on recent sales.

Step 2: Build a plan for transitioning your business with taxes in mind.

One common problem in estate planning is that a business owner's wealth is often largely concentrated in the business. This can expose the owner and his or her family to tremendous financial and business risk in the event of incapacity or death. What would happen if the business were liquidated? There are several ways to minimize this eventuality.

Consider a buy-sell agreement

To protect against your—and your family's—exposure to risk due to this concentrated asset, particularly in the event of your sudden departure from the business, you could put a buy-sell agreement in place early on and, for example, fund it with life insurance. A buy-sell agreement is a contract that restricts business owners from freely transferring their interests. Generally speaking, a buy-sell agreement provides for the orderly transfer of one owner's interests to either the other owners or back to the corporation upon the occurrence of certain triggering events,

including the retirement, disability, or death of an owner. Funding the buy-sell agreement with life insurance provides the policy owners—typically, the company or co-owners—with a death benefit and it provides the deceased owner's heirs with liquidity. In general, the two common types of buy-sell agreements are cross-purchase agreements (providing for the purchase of one owner's interests by the other owners upon the occurrence of certain specified events) and stock redemption or entity purchase agreements (providing for the company's repurchase of an owner's interests in the company upon the oc-

currence of certain specified events). The type of buy-sell agreement you choose depends on numerous factors, including the ownership structure of the business, the financial stability of the business, and the legacy plans of the current owners. Generally, a cross-purchase agreement can be worth more to the remaining shareholders because they would get a step-up in basis once one of the owners dies. On the other hand, if there are more than two or three owners, buying insurance on multiple policies would get costly in a cross-purchase agreement. You should consult an attorney to see how to structure such an agreement in light of your personal situation.

Work with a team of trusted professionals

For best results, assemble a group of key professionals who work together on your behalf. You may want to include a CPA, a financial or estate advisor, and a corporate attorney to help create your business plan. Also, you may want to coordinate with an estate planning attorney to make sure assets are transferred tax efficiently.

Groom your internal team

No matter what your ultimate plans are, you should consider grooming a highly capable team of employees so that any transition is smooth and your business continues to operate as successfully as possible. Ask yourself how well your top managers would be able to cope if you left next week, next month, or next year. The more ready they are, the easier it'll be for you to walk

away when the time is right.

Use smart estate planning techniques to exit tax efficiently

Taxation is always an important consideration. Discuss with your attorney or tax advisor ways in which you could potentially transition the business in the most tax-friendly manner. In the case of a family business, you could receive continued income from the business even after transferring ownership to your children. One way is by establishing a grantor retained annuity trust (GRAT), an irrevocable trust that pays a fixed annuity to the grantor for a defined term and pays the remaining interest to an heir; or a grantor retained unitrust (GRUT), which is similar to a GRAT except that it pays a fixed percentage of the trust's assets on a revalued annual basis. If properly structured, any appreciation of the business's assets held within a GRAT or a GRUT would not be subject to estate taxes.

Consider a family limited partnership

A family limited partnership or a family limited liability corporation (FLLC) provides two alternative ownership structures for holding a family business. If properly structured, either arrangement provides for centralized management and protection from creditors. Consult experienced estate planning professionals when setting up

these or similar entities.

Step 3: Sell your business to family, employees or co-owners, or a third party.

There are three options for selling your business: Sell to family members, sell to other employees or co-owners of the business, or sell to a third party. The succession could be slow and gradual but, regardless, proper preparation is essential.

Transfer ownership to family members

In passing ownership to the next generation, you might consider some of these questions:

- Which child or children should run the business?
- How can you ensure that all the children are treated fairly?
- How will you keep or create family harmony while transferring the family business?
- How can you transfer the business to the children when you still need income from the business?

Sell to other employees or owners

Selling your business to other employees or co-owners could make a lot of sense. After all, no one else knows your business better than your employees. If you decide to sell your business internally, begin by identifying key employees. One option is to sell to key employees through a

type of workout plan in which you provide financing and they repay you in installments out of earnings over a period of years. Discuss your options with your attorney.

Sell to a third party

A third option is to sell the business to a third party. If you have an emotional attachment to the business and/or are hoping to stay involved, rather than walk away fully, selling externally may have less appeal. However, even in this case, you could arrange to remain involved for a set period of time through a retainer or similar agreement. This would allow for the kind of continuity that you would typically have in a family or employee sale. If you decide that none of these options would work and that you would be better off closing the business, liquidating the business is always an option. No matter how far you are from eventually selling your business, it's never too soon to start planning for a smooth, efficient, and profitable business succession plan. Begin today by arranging a meeting with your team of professionals, which could include your accountant, corporate attorney, and financial consultant, as well as valuation specialists and a board-certified estate planning attorney. Our firm would be able to help you with your succession planning. **Contact us today to discuss further by calling 956-791-5422.**

Carpinteria Bluffs Beach, California

THE PROS AND CONS OF ELECTRONIC WILLS



Christine Fletcher is a partner at the law firm of Burns & Levinson in Boston where I co-chair the firm's Private Client Group. I have over 20 years of experience advising clients on estate planning, trust and estate administration, probate litigation, and family business matters. (This article was written for Forbes on October 25, 2019)

E-wills are here. The ability to create, sign and store a will online has become a reality in some states. The Uniform Law Commission passed the Uniform Electronic Wills Act. This Act will serve as a model for other states who want to adopt this type of legislation. Some states have already dipped their toes into the realm of electronic wills. Nevada and Indiana have laws allowing electronic wills, and Florida and Arizona are considering such legislation. Undoubtedly, other states will follow suit.

Is an electronic will right for you? Here's what you need to know.

Clients often ask about signing wills electronically. When it comes time to execute the will, they often ask, "Can't we do this online?" or "Will you take an e-signature?" I try not to take it personally. Millennials find the process of executing a will practically medieval. They question the need to meet with an attorney in person. Most of their other tasks can be accomplished online, so why not this one. While we are past the days of wax seals, having to get something notarized still throws many people into a panic. An electronic will allow a person to create and execute a will without leaving the comfort of home, and without the need for paper. In general, the process works like this – the user creates a will online and forwards it to an online notary who then has a video chat with the user. The notary asks the user some questions, notarizes the documents and sends it back. The will can then be stored online without a hard copy changing hands. It's easy, but many lawyers are skeptical.

Probate litigators see the potential for an uptick of business in the future as a result

of electronic wills, which leave a tremendous amount of room for undue influence and shenanigans when a lawyer isn't present. My colleague, partner and probate litigator Lisa Cukier, says, "E-wills are certain to cause and fuel litigation on issues such as the testator's lack of mental capacity to sign a will and the exercise of undue influence, duress and coercion in the signing of a will."

Despite concerns from lawyers, e-wills are poised to become a reality in many states. There will be a market for it just like other online legal services. For young people with few assets, creating an e-will may be better than no will at all. However, if you are older, have significant assets or are looking to disinherit folks, an electronic will is not for you.



Older clients are especially susceptible to abuse and undue influence. I remember a home health care aid who used an online service to print a will, which she had the elderly woman she was caring for sign. Coincidentally, all the elderly woman's assets were left to the home health care aid.

If you have significant assets, you have more at stake. In general, the more assets you have, the more complicated your estate plan will be. It also means more people are likely to fight over your assets when you are gone. Plus, you want to make sure estate tax issues are taken care of. An online service is no replacement for proper legal and tax planning.

An e-will is also an open invitation for future litigation over your estate if you are looking to disinherit people. "These e-wills promise to make the orderly distribution of wealth an exercise in chaos," adds Cukier. There is no replacement for an in-person meeting with an attorney and witnesses to sign a will. With any online estate planning or financial tool such as e-wills or robo-advisors, if your situation is simple and you have minimum assets, the service may work for you. However, as things get more complicated and your wealth accumulates, you cannot replace face-to-face personalized service. The difficulty lies in being able to decipher the difference. Everyone thinks their situation is simple.

Most attorneys have war stories about the client who came in asking for a simple will and it turned out to be their most complicated situation ever. If you are not sure about the complexity of your situation, ask your other advisors such as your financial advisor and your accountant. If you do not have other advisors, you would be well advised to speak with one or more professionals to make sure you are on the right track.

You can contact Ms. Fletcher at cfletcher@burnslev.com

THE REAL RANKS: TOP TEXAS AGENTS & TEAMS

These rankings were found online here, as of September 1, 2021:

<https://www1.realtrends.com/best-real-estate-agents-texas>

Small Real Estate Teams by Volume in Texas 2021

Medium Real Estate Teams by Volume in Texas 2021

Rank	Small Team Name	Company	City	Volume
1	Detwiler + Wood Group	Compass	Dallas	\$234,972,812.00
2	The Rosen Group	Compass	Dallas	\$214,203,030.00
3	Nancy Johnson Group	Compass	Dallas	\$125,790,597.00
4	The John Zimmerman Group	Compass	Dallas	\$123,049,724.00
5	Austin Luxury Group	Compass	Austin	\$118,854,578.00
6	Monica Foster Team	eXp Realty LLC	League Cit	\$117,080,604.22
7	Cord Shiflet	Moreland Properties	Austin	\$103,378,669.00
8	The Scott Toman Team	RE/MAX Lubbock	Lubbock	\$92,948,658.00
9	Jobst Randall Group	Briggs Freeman Sotheby's IR	Dallas	\$92,052,756.00
10	JacksonSells Team	Compass	Dallas	\$90,889,184.00
11	Spanish Oaks Realty Group	Compass	Austin	\$85,128,080.00
12	The Kim Erwin Team	Keller Williams Coastal Bend	Corpus Chi	\$82,143,128.00
13	Marcontell & Gilchrest Group	Ebby Halliday Realtors	Southlake	\$80,500,427.00
14	Eric Copper	Keller Williams Realty	Austin	\$79,591,537.80
15	Pantuso Properties	Keller Williams Realty	Southlake	\$77,901,297.00
16	The Lakefront Group	Keller Williams Realty	McQueen	\$76,154,921.41
17	Alexis Weigand Real Estate	Keller Williams City View	San Antoni	\$75,980,483.05
18	The Home Selling Pro Team	Keller Williams Realty	Frisco	\$72,011,173.00
19	Mueller Silent Market Team	Compass	Austin	\$71,571,068.00
20	Kingshill & Martini Group	Compass	Houston	\$69,568,997.00

Rank	Team Name	Company	City	Volume
1	The Schrader Group	The Schrader Group Brokered by EXP	San Antonio	\$180,000,000.00
2	The Perry-Miller Streiff Group	Dave Perry-Miller Real Estate	Dallas	\$169,445,735.00
3	Becky Frey Real Estate Group	Compass	Dallas	\$151,680,576.00
4	The Rhodes Group	Compass	Dallas	\$140,508,627.00
5	THE GENE ARANT TEAM	Keller Williams Realty	Austin	\$134,557,190.50
6	Frankie Arthur Team	Coldwell Banker Apex, Realtors	Flower Mound	\$123,514,896.00
7	The Icon Team	Keller Williams Realty	The Woodlands	\$120,119,637.40
8	Aida Younis Team	RE/MAX Southwest	Sugar Land	\$116,190,253.53
9	STR?B Residential Group	Compass	Austin	\$113,641,412.00
10	The Kink Team	Keller Williams Realty	The Woodlands	\$110,284,694.80
11	Grossman & Jones Group	Compass	Austin	\$105,190,200.00
12	Dee Evans Group	Ebby Halliday Realtors	Rockwall	\$93,326,733.00
13	The Speed Team	Compass	Austin	\$89,929,710.00
14	Haley Garcia Group	Compass	The Woodlands	\$83,301,591.00
15	Veritas Group	Compass	Austin	\$83,039,991.00
16	Jo Anne Johnson Real Estate Group	Compass	The Woodlands	\$80,315,118.00
17	Holm Team	Compass	Austin	\$78,322,720.00
18	The Castillo Group	Keller Williams City View	San Antonio	\$77,509,631.00
19	Imperato Fazzino Real Estate Group	RE/MAX Associates Northeast	Kingwood	\$75,324,986.17
20	Tom Hughes Team	Compass	Dallas	\$75,068,560.00

Mega Real Estate Teams by Volume in Texas 2021

Rank	Team Name	Company	City	Volume
1	The Loken Group, Inc	Keller Williams Realty	Houston	\$664,478,721.20
2	The Franklin Team	eXp Realty	Katy	\$603,928,038.00
3	The Rhodes Team	Berkshire Hathaway HomeServices PenFed Realty Texas	Flower Mound	\$596,064,136.49
4	Watters International	Watters International	Austin	\$537,744,479.00
5	The Heyl Group	Keller Williams Realty	Austin	\$432,105,279.00
6	The Flory Team	RE/MAX Universal	New Caney	\$429,167,223.73
7	The Christie Cannon Team	Keller Williams Frisco Stars	Frisco	\$209,665,919.00
8	Christie Cannon Group	Keller Williams Realty	Frisco	\$205,026,495.20
9	Mark Dimas Team	Mark Dimas Properties	Cypress	\$199,820,628.00
10	Shine Team Realtors	Coldwell Banker Realty	Killeen	\$105,007,426.00
11	Patty Turner Group	Keller Williams Realty	Rockwall	\$103,882,415.00
12	The Adam Olsen Team	The Adam Olsen Team	Huntsville	\$98,621,129.00
13	Premier Properties Group	Keller Williams Realty	Rockwall	\$81,054,314.65
14	Malouff International Group	Keller Williams Realty	San Antonio	\$74,360,455.25
15	The Moats Team	Keller Williams Realty	Austin	\$74,022,478.00
16	The Lillie Young Group	Allie Beth Allman & Associates	Dallas	\$74,000,000.00
17	Real Estate by Design Group	Keller Williams Realty	Denton	\$71,523,439.17
18	Small World Realty	Keller Williams Realty	Frisco	\$69,541,149.00
19	Uptown Real Estate Group	Keller Williams Realty	Houston	\$45,616,645.40

Laredo Real Estate Agents' Individual Ranking in Texas

Rank	First Name	Last Name	Company	City	Transactions
24	Vicky	Pineda	EXIT Realty Laredo	Laredo	103.83
40	Flor	Gonzalez	EXIT Realty Laredo	Laredo	91.24
185	Cindy	Cantu	Coldwell Banker Ana Ochoa & Company	Laredo	60
198	Martha	Perez	EXIT Realty Laredo	Laredo	58.95
232	Michelle	Guerra	RE/MAX Real Estate Services	Laredo	55

TAKE BACK YOUR MORNINGS



We live our lives in days. It's the natural unit of measure for our lives. Physically our bodies have a cycle to each day. It's one of the most important units of life. Those days turn into weeks, which turn into months, which turn into years, which add up to your life. Each day we live is like a mini life. Making each day the best it can be is the goal. How do you do that? How do successful people create a great day? The day is broken up into a beginning, a middle and an end. It starts with the morning, then the afternoon and finally the evening. Out of those three which is the most important? Some night owls may disagree but it's the morning that is most important. The start of the day is key to making it a great day. Most successful people point to their morning routine as the major key to their success. The morning sets the tone. The morning can bring you the successful feelings to carry with you all day long. Let's talk about how you take back your mornings and guarantee your success with a great day!

It Starts the Night Before

To have the most successful morning possible you need to start the night before. The ideal thing would be if you had

an evening ritual. I call it the Evening Sacred 30. That's the 30 minutes right before you go to bed. The top item is to make the plan for the next day. Having a plan will allow you to live your day. Not the day of the distracting world that tries to pull you every direction. I like to plan my day on paper and write out my appointments, my schedule and the items I want to get done. This ensures I get the day started right – with a plan. The more preparation for the morning you can do the night before the more successful you will be. Figure out what time you would like to get up, what clothes you are going to wear, even put out your sneakers and workout clothes for the morning. Plan out what food you will have for breakfast. Set out a glass of water right next to your bed so you are ready to hydrate first thing upon rising. The morning will go better if you get a good night's rest. Having a consistent bed time and wake time helps the body. Turning off electronic devices and avoiding them right before bed is helpful for your production and release of melatonin. That effects your ability to sleep deeply and restfully. Having a dark room helps. A comfortable bed and surroundings also add to restorative sleep.

First Thing – Greet Your Great Day

Welcome the day right. Get up immediately out of bed and drink some water. You've been without water for many hours and it's the perfect way to start the day. Next, smile and know you're here for a reason and you will make today the best it can be. Here are the top things successful people do as part of their meaningful mornings.

Top Morning Rituals of Successful People

Deep Breathing: In through the nose out through the mouth forcefully. This wakes you up and gets the toxins out. Spiritual Time: Prayer, Meditation, and Quiet time – connection to God.

Gratitude: Be thankful for something – I like to list 3 things I'm thankful on a gratitude list I have. Having an attitude of gratitude starts the day in the right direction. It's important to be filling your mind with positive thoughts and starting with gratitude for what you already have does that.

Get Moving - Exercise, Stretching, and QiGong: It's important to get the body moving and get the blood flowing. Even just 5 minutes of basic exercises is very helpful. You will increase your energy levels all day long and sleep better at night. One of my favorite exercises is QiGong because it blends movement, breathing and body energy work all in one.

Morning Momentum the Nano Task: Getting tasks done feels great. Done is the engine of more. Start your morning off by getting a little task done. Something that just takes a few minutes max. It can be cleaning up a junk drawer, write

a quick card to a friend, journaling for a few minutes or clearing your desktop. This gives you an early win and the rest of the day you have that sense of accomplishment with you.

Important Item First: Getting started on some item that is important to you. This could be a hobby, a project you have a lot of passion for, or a high revenue producing activity for your business. Start the day by going after this BEFORE the distractions of the day start coming at you. Hold off the distractions of the day as long as possible.

Must Avoid – What NOT to Do

No Snooze Button: Do not use the snooze button. Studies now show that it confuses your sleep cycle.

Avoid Email: This can be difficult, but it pays the highest dividends. Do not check email first thing in the morning. It's a morning killer. You will get sucked into the day before you have a chance to get your day started. No matter how strong you think you are, you have to avoid email. The longer you can put this off the better a morning you will have. The emails will still be there later in the day. Take the first part of the day to work on YOU. You are the most important piece of the puzzle and you will sail through those emails once you get your day started on your terms.

Avoid Social Media / News / TV & all Digital Distractions: Sorry but Facebook first thing in the morning is not the way successful people do it. I know we all want to see what's going on there but it's not going to help you live a great day. You can check that stuff later – it will still be there. Starting your day away from news, TV and digital distractions will be a game changer. I use to be a Yahoo-aholic. I would jump on Yahoo first thing in the morning and read all the first news of the new day. What a waste of the most important time of the day! It is not only a waste of time,

but when you start thinking about all that news, it leads you further from your day and your life. Don't do it. Keep pushing it back in your day – the further the better. If you have trouble then just push it back 15 minutes in your morning, then 15 more until you get all your important stuff done – then take a peek at. Over time you realize how much time you waste with digital distractions and they lose their power over you – what a great day that is.

Avoid Junk Food: Don't eat junk food in the morning. If you have to eat things that are not super healthy leave it for later in the day – don't ruin the first part of the day. Keep the healthy fuel going in the body first thing: water, fresh juice, fruits, vegetables, nuts, seeds, oatmeal or avocado toast.

Yes YOU can Make it a Great Day!

Commit to taking back your mornings – your great day depends on it. Give it a try for the next few days – you will see an immediate difference. You need take time for yourself. You are the most important person not only to yourself but to all those around you. When you have a great day everyone that comes in contact with you is affected. Your family, your friends, your business, your customers and your community. You need time for yourself and the distraction free morning is the place to get that. Let's do this – start tonight - you are worth it. Now you have the tools to take control and make it a great day! Blaine

P.S. You may need to create some space to take back your mornings. You might have to wake up earlier. Don't be afraid to do this – it's worth it. Your body will adjust in a few days. You can get up earlier via a leap or little steps. The leap would be getting up 30 minutes or an hour earlier. The little steps would be getting up 5 to 10 minutes early and then over time add another 5 minutes till you get to the time that works best for you. I'm excited for you and the great days you are going to be producing by taking back your mornings!

To learn more visit www.BeingADayAhead.com

TAKE BACK YOUR MORNINGS!

How to take control and make it a GREAT DAY!
by Blaine Oelkers

- 1 STARTS THE NIGHT BEFORE**
- 2 GREET THE DAY - WATER/SMILE**
- 3 DEEP BREATHING**
- 4 SPIRITUAL TIME**
- 5 GRATITUDE**
- 6 GET MOVING - EXERCISE**
- 7 MORNING MOMENTUM - NANO TASK**
- 8 IMPORTANT TASK FIRST**



Your Power to Influence Yourself



8 CRAZY BUT TRUE FACTS



1) You might soon be able to compost yourself in the U.S.

When you pass away, you could choose to have your body buried or cremated. But soon, there may be another option: composting. In April 2019, a bill was passed in the state of Washington to make "natural organic reduction" a legal option. The process can turn a human body into compost within weeks by giving "the natural process of decomposition a gentle boost," according to IFL Science. "Bodies are put in a temperature-controlled rotating vessel along with some woodchips, straw, and gases. After the process is completed, a cubic yard of soil per person is left, which loved ones can then take home to grow a tree or a plant from if they so wish."

2) Japan uses sunflowers to clear up radiation

When a tsunami hit the Fukushima area of Japan in 2011, the radioactive fallout from the nearby nuclear power plant contaminated the land and water for 30 miles in every direction, according to The Telegraph. Even outside the evacuation zone, the soil shows traces of radiation, which can wind up in any food grown there. To help rehabilitate the land, Buddhist monks began passing out seeds for field mustard, Amaranthus, cockscomb, and sunflowers—all plants known to soak up radioactive particles. More than 8 million sunflowers were planted within the first six months after the disaster,

3) Christie's and Sotheby's played "Rock, Paper, Scissors" to decide who would auction a \$20 million art collection.

In 2005, both Sotheby's and Christie's were eager to sell Takashi Hashiyama's \$20 million art collection, which included works by Picasso, Vincent Van Gogh, and Paul Cézanne. But when Hashiyama couldn't choose between the auction houses, he let a game of "Rock, Paper,



Scissors" make the decision for him. Both Sotheby's and Christie's were given a few days to select their weapon of choice. And while a Sotheby's employee admitted to The New York Times that they "didn't really give it that much thought" and "had no strategy in mind," the team at Christie's researched the psychology behind the hit-or-miss game and talked to 11-year-old twin "experts" (daughters of a Christie's employee) who played it at school "practically every day." The twins offered an informed suggestion, with one telling the Times, "Everybody knows you always start with scissors. Rock is way too obvious, and scissors beats paper. Since [the auction house employees] were beginners, scissors was definitely the safest." Christie's went with scissors and won.



4) Climate change is causing a massive feces-related problem on glaciers.

Climate change is causing all kinds of problems around the planet, including a weird-

ly nasty one on North America's highest peak. As glaciers melt on Denali in Alaska, an estimated 66 tons of feces that was left behind by mountain climbers is thawing as the area comes out of a deep freeze. As Smithsonian Magazine so perfectly puts it, "that mountain of waste threatens to be unleashed as climate change warms the mountain and opens literal poop shoots in the surface of the glaciers."



5) Jack Black's parents are rocket scientists.

Jack Black has made a name for himself in Hollywood by playing goofy characters such as the slacker-turned-fake-substitute-teacher Dewey Finn in 2003's *School of Rock* and a monastery-cook-turned-Mexican-wrestler in 2006's *Nacho Libre*. But in real life, he's the son of rocket scientists. The actor was born on April 7, 1969, in Santa Monica, California, to Tom and Judy Black, who were both satellite engineers. His late mother, also known as Judith Love Cohen, worked on missions and projects such as the Minuteman missile, the Hubble Space Telescope, the Tracking and Data Relay Satellite, and the Apollo Space Program.



6) 3 Musketeers candy bars used to contain three bars.

The original 1932 version of the 3 Musketeers bars contained three separate candy bars in one wrapper: one was full of chocolate nougat (like the bar today), while the other two contained vanilla and strawberry nougat. However, during World War II, American candy makers had to work around sugar rations, and the Mars Corporation decided to focus on their most popular flavor: chocolate. (No surprise there.) In recent years, however, they've released limited-edition flavors from time to time.



7) A coffee taster's tongue is insured for more than \$13 million.

Costa Coffee might not be a household name in the United States, but in the United Kingdom, it's one of the most profitable coffee brands. It's so profitable, in fact, that the brand's head taste tester, [Gennaro Pelliccia](#), has insured his taste buds with Lloyds of London for the prince-

ly sum of £10 million (which is about \$13 million). To put that in perspective, Lloyd's insures **Bruce Springsteen's** voice for only £3.5 million.



8) Thinking in a second language leads to better decision making.

While you might assume that you'd need your native tongue to fully comprehend all aspects of a problem, one 2018 study published in *Psychological Science* found that thinking it over in a different language might actually improve your rationality. Using a non-native language, no matter what it is, requires you to be deliberate in your word choice and less reactive to emotionally charged words, giving you a more accurate ability to perceive risk. The effect even extended to bets, with participants who considered the rationality of the bet in a second language more likely to take the more profitable option.

THE POWER OF AUTHENTICITY IN YOUR LIFE & BUSINESS



JMD [00:00:05] Welcome to The Solution Point, where we have solutions for your life, your business and the law. And before we get into it, remember to click the subscribe button below or subscribe on your podcast here and make sure you like this like this video and to get started. Let me introduce my co-host, Catalina.

Catalina [00:00:40] Everybody, it's a pleasure to be here. And it's also a pleasure to introduce our guest today. Nick Nanton is a gentleman we met recently. We go every quarter to Arizona to meet up with other entrepreneurial attorneys and we get together and meet other fantastic folks and the last time we went to Arizona we had the pleasure of meeting Nick Nanton, and we asked him to join our podcast. Nick Nanton is a twenty-two-time Emmy Award winning director and producer and a Wall Street Journal bestselling author. So, yes, we were super excited that he came to join us here at The Solution Point and to give us solutions to problems he's discovered. And so, again, welcome, Nick Nan-

ton.

Nick Nanton [00:01:30] Thanks for having me. I really appreciate it.

Catalina [00:01:32] Nick, tell us a little about yourself to our listeners and audience.

Nick Nanton [00:01:39] Yeah, I am an attorney also. I don't practice law, but I have spent most of my life as a songwriter and now directing, producing documentaries. And I have an undergrad degree in finance, so I am more of a business guy than a filmmaker; but film has been a really fun way to see the world meet great people and share stories that impact people. So that's me. I've got a wife of 19 years this month and three kids, 16, 13 and one turns 10 this month.

Catalina [00:02:12] So fantastic. Congratulations.

JMD [00:02:15] And we're running in parallel. So, Nick, the name of the show is The Solution

Point, so I know you probably have a whole bunch of different solutions that you could share with our audience. But tell us a little bit about what solutions that you tend to provide. And I'll let your kind of free form it. But I know one of the things that has been on your radar lately is helping people tell their story and the importance of making sure that in one's sales pitch and in daily interaction with clients, you speak about the importance of telling your personal story. And if you want to talk about that or anything...the Emmy Award winner has the floor.

Nick Nanton [00:03:19] Totally fine. So, yeah, I mean, **the biggest problem or the thing that I see the most is that people are really confused by what branding is.** There's all sorts of branding consultants and whatever else. And I just tell everyone it's super simple. Your brand is simply your story. Like, that's really the best way I can explain it. And a great brand is a story other people want to share for you. So, the problem

The Solution Point (on YouTube) interview, taped July 2021, with Emmy Award Winning Director, Producer, Country and Pop Song Writer, Author and all-around cool guy, Nick Nanton, where we dive into the biggest problem he sees in brand marketing today.

that I found the most is that business owners in the marketplace are trying to stand out. I mean, we've all been there, and we know we could be doing more. We say to ourselves, we could help more people if they just knew who we are and how we can help them. So, I spent the last 15 years helping nearly 4,000 business owners across the world share their stories with different types of media. I use media because media is simply a medium for sharing your story. And there's lots of different ones. Different people are arguing about which ones are better, which one is the best, whatever. But at the end of the day, you know, it really is just what's the one that your ideal target market is going to consume? And for most of us, we consume multiple types of media and there are certain types of media that we are just not in love with stuff. We use all sorts of different types of media to reach our clients' target audience. So that's really where I have spent the majority of my time and of course, for the last 10 years, making I think close to 70 documentaries now, and so that's allowed me to get like way deeper into storytelling for non-profits, causes and entrepreneurs. I get to tell the stories of some amazing entrepreneurs like Peter Diamandis, the founder of The X Prize Foundation, who put the first private spaceship up in space. There's been Jack Canfield, who created the Chicken Soup for the Soul series and sold five hundred million books. Rudy, the football player, I've told Larry King's life story. Those are Larry King's suspenders behind me. It's a gift from the King family. So, it's led me on a journey. So that's me.

JMD [00:05:21] Yeah. Well, you know, and I think one of the things that is important to also remember when telling your story is having authenticity because people will see through fake really quick. And if they don't see it really quick, they'll see it at the most inopportune time for you. Can you expand upon that a little bit?

Catalina [00:06:41] Yes! How do you get to that sweet spot of authenticity so that it really communicates across many levels?

Nick Nanton [00:07:26] Perfect. So, most of us start out with thinking our story is not a big deal because, you know, thankfully most of us don't have raging huge egos. However, our story is important and our journey in life is

what led us to this moment right now. And so, what I try to help people understand is that **people don't know your story and where you came from or what you've been through, including your successes and failures. And the more you are willing to share those things, both sides them, the more your authenticity will show through. And from a business perspective, the more your ideal client will know that you are the perfect person to help them.** Oh, they'll understand me because they've been divorced, or they've owned a company, or they've been bankrupt, or they've also been married for 30 years. If everything you say aligns with someone 100 percent, they're never going to look anywhere else because they think you've been living their same lives and will think, "Oh! You get me.". It's sort of like when two strangers meet and they could be 30 years difference in age, but they're from within three blocks of each other. They trust each other for no good reason other than you live around the corner. There's no other reason for trust other than having one thing that's foundational to them in common. The more we share, the more people we find that do align with certain things. So, like I said, I've been married for 19 years. Well, most people would gather from that and think I'm pretty good at long term relationships. There's going to be people who are hate marriage and that's just going to go over their head. Or if I talk about my dog that I got out from making a movie for Canines for Warriors, where they take rescue dogs and turn them into service dogs given to wounded warriors with PTSD which helps stop suicides. Well, there's a lot in there. My dog failed out of the program, and he was one of the ones that didn't make it and was a "flunky". I adopted him, and now he's been with us for several years now. People who aren't pet people probably won't care, but people who are dog people or have a military interest or have dealt with PTSD will have a different point of view. It's like a dog whistle, it's something that makes them stop and say, "Wait a minute. That's like me and he or she understands me. They get me.". So, it's really about sharing your story authentically, the ups and the downs. And you have to try it a few times to make sure you've got it right. I mean, you don't want to talk about every girlfriend you had and every car tire you changed. Focus on the pretty pivotal moments. I would say for the most part, if you break people's

lives down, it's sort of like adolescence, probably college or maybe even high school and college, early career, depending how old they are. And then, like career 2.0. If I were to ask you to write down your five or ten best and worst experiences in each of those three- or four-time frames and most memorable things, it can be funny. It's like therapy. Maybe something has been sticking in your head from third grade, and you don't even know why, but it stuck with you for a reason. If you take the time to do that exercise, you'll find it's very informative of why you're doing what you do right now. But most people never take the time to look at it. So, I try to help my clients celebrate their past, the good and the bad, because it is what made you who you are. And that is authenticity. The more I share with you who I really am, the more you're going to either vibe with me or not, and it's a Dan Kennedy quote, "The rate at which you repel is the rate at which you attract". So, it's OK if not everyone's for you, that's great. Actually, the more you share, the more you have people who really align with you, the easier it is to be friends with them and do business with them.

JMD [00:11:35] Right. And so just to plus one, I think what you're saying is you want your clients to tell their story authentically and to tell the good and the bad, because the people who are going to resonate with that are going to really want to connect. And the people who are put off by it are people you probably aren't going to want to be in business with anyway. And then there's some of the people in the middle that they may not hear half of what you're saying, because only one or two points resonated with them, but that's enough for them to set up an appointment as an example.

Nick Nanton [00:12:21] The secret is, if you don't have a lock on your foundational values, then you're going to be wishy washy. You're going to sort of blow in the wind and I don't care who you are, you're going to come across as a salesman. The more you have your foundational values down masterfully, at every fork in the road, there's still only one path, because it's very obvious which one to take. For instance, I was offered a documentary deal about a month ago, and it was a half million dollars-ish. It was with some celebrity people and a big athletic program, and they said we have this reunion thing going on these days and you need to film

these days and I said, “I have to stop you right there. I know I can pull this project off and I'd love to do it with you. It sounds amazing, but if the requirement is I've got to be there on any of those three days for the reunion, I can't. Those dates fall on my daughter's dance nationals, and she is nine and I'm not going to miss it. So, I know I can pull it off for you, but I don't want to string you along if that is important to you.” And I end up losing the deal. But that's OK. Now, look, if my family wasn't eating, I'd have to make a different decision, right? So, family eating would be a foundation value above the other, right?

Catalina [00:13:49] Right.

Nick Nanton [00:13:51] Exactly right. It would have been great gig for me, great revenue and all that. But because of my foundational values, I'm not going to miss the important things in my kids' lives. Right. And so, it's just all those things. And so, I think the more you can nail those things down and be strong... it could be your political affiliations. That's not really my thing. But it could be your faith. That is one for me. I mean, so just what are your foundational values and what are you unwilling to waver from? And if you focus on those things, you'll find that you'll be pretty magnetic to the right people.

Catalina [00:14:28] And I guess it reminds me, right up right above my shoulder is the cover of Mike's first book called The Roadmap to Rich and it's about how he used his real estate addiction and grew and shared with folks how you can get rich basically through real estate investing. But after the book, years later, was the “second half” of the story and after letting go all of that real estate and he talked about needing to share that story because it was the fall after the rise. It was, you know, losing all of those properties, the reasons why and explaining that part and the saga continues. And that brings me back to thinking about that authenticity and how that book is waiting to be written to bring it all together and then the rise again. I love the point of this of the authenticity discussion and basically you have to show the good and the bad to make that come full circle with trust. I like that.

Nick Nanton [00:15:41] Yeah. And also, the other thing that people get nervous about all

the time, it's funny, like I've had several people who either I have gifted a documentary to on their life or someone else hired me and gave a documentary as a gift. They were super nervous about it because their story wasn't over. To borrow a Dan Sullivan term, you know, they had a belief that their futures would be bigger than their past. So, it's like we are telling ourselves, “Well no, I've got to accomplish this thing first!”. But I'm a big fan of telling your story-to-date. Then, of course, if you just bring in your past and we'll tell another story when that segment is done, or we'll cover that as it goes. But it's funny, there's a lot of analysis paralysis when it comes to sharing your story, because, you think, I'm not done yet. Well, the good news is you're not done yet. And when you're done, then you're done. Like, that's not a fun day and that's a game over day. So, I highly encourage people to not overthink it, just share where you come from. I guarantee you, there's stories in your past that could shift people's lives, but you have to choose to tell them no. I mean, no one else can do it for you. If you don't look, there are people scouring the earth looking for someone who looks, sounds and acts just like you. There's only one of those people on Earth. If you don't do a good job helping those people find you, it's going to be lost. Every business owner, every entrepreneur, every coach, every whatever, every lawyer has a perfect ideal client. The more you share your foundational values, your goals, who you really are, the things you support, the things you're against, the more you are going to find that

perfect customer. You're never going to have that customer that you've got to fire. I have a no a-hole rule, like it's just a rule I have in life. I don't care how rich you are, how famous you are, how much money you want to give me. If I think you're an a-hole then I'm out and I'm like, it's not even going to happen.

Catalina [00:17:41] And how long does it take you to find that out? Do you have any particular questions you ask?

Nick Nanton [00:17:49] It usually comes out pretty quickly. I mean, there's a few times and it's really the way people treat others around them. So, it doesn't matter if it's an assistant or we've all heard the waiter story. It doesn't matter. You can tell pretty quickly the way people treat other people around them. I think it's probably the fastest way to tell.

JMD [00:18:07] Going back to avoiding having to fire a client later... It's one of those things where sometimes having your priorities of, “Hey, I need to eat and feed my family”, you might take a case that you don't want, or you might take a job that you don't want. My lesson that I that I've learned over time is to try to, as much as possible, not go there. For example, if you can switch to rice and beans instead of steak for four times a week, it's worth it, because what always happens is it leaves a bad taste in everybody's mouth.

Nick Nanton [00:18:54] For your staff too. For your team. If it's a bad fit, you're actually going counter to all your core values as a team, like you're basically selling your team out. I am an impatient person, I just actually did an assessment not long ago and someone said, you're not impatient. It's just that everyone else just works at about, you know, a tenth of the pace you do, sir. You're not impatient. They're just too slow for the way you work like to work. I told them that I liked their spin on that. I'm not sure if it's right, but I like it. I was so impatient about things not working out fast enough. A deal would come on my plate that wasn't quite right. But, man, revenue wasn't looking very good, you know. And it's you know, it's one of those things where, as a business owner, we all do it. It's the third of the month and revenue is not looking good. And we're freaking out. Right. It's like we're not on pace or it could be the fifteenth or the eighth month. And my business





partner, said you have your Christian faith. If you want God to answer your prayers, you probably need to give him elbow room. Give him some space. Like it's not known. I write a lot of country music and pop. And one of my favorite lyrics ever is from a guy named Eric Church. And it's, "Momma ain't a shrink, Daddy ain't a bank and God ain't a wishing well. I don't know if there's any truer words spoken. So anyway, that's of that story.

JMD [00:20:29] All right, so, Nick, I know your time is very valuable and I don't want to abuse it, but one of the things I want to make sure that we also cover is talking about a core value that our guests have and what they use to kind of guide their decision making.

Nick Nanton [00:21:28] One of the things I think we all take for granted, even when we think we don't, is we all know that time is the only thing we can't get back. It's not going to come back, yet, we all do it even in a sort of a helpless or an unintentional way. We're sort of wishing the week away to get to a vacation or wishing a meeting to be over so we can get to happy hour or whatever it is. Yet, we all wish, certainly in our last days, wish we had it all

back. Brian Tracy told me one time, assuming you're treating people well, your family and everything else, your kids are going to judge your relationship with them by the amount of time they had with you face to face. And that's not face-to-phone, it's often the amount of time you had face to face. And so, I would just like to encourage people to make time in their lives for those people who matter, because no matter how busy you are, that'll come and go. Anything that's important, you make time for. We just happen to have created a hierarchy that's usually around professional responsibility. We take in money, and we take that more seriously than personal familial relationships. I can remember, my mentor and business partner and I were working years ago, and we were talking in a meeting and my phone rang. I looked down and said it's my mom and I can call her back again, and he goes, you know how much I wish I could get that call right now? He said to take that call because one day, you won't be able to take that call. I just encourage people to just sort of think through some of those issues and spend the time with people you love because everything else comes and goes.

Catalina [00:23:15] Yeah, I love that. And if I can share on that, because it's recently been on my mind, but I have two full time jobs. I work here and I work at home and also with the kids and stuff. And sometimes I have a little more time here at work and then I get to have a little more time at home and it's a sliding scale. I have been spending more time with my littlest one, the three-year-old we have (we have we have seven kids total, five older boys, and then the two girls at the end). I've been spending a lot of time with her because our five-year-old has been going to kindergarten. When I got home yesterday, the three-year-old was half asleep at almost six o'clock. I told her to go ahead and take a little nap. I could tell she was exhausted and the five-year-old was raring to go and I don't get enough one-on-one time with her. We got to spend a good hour just by ourselves. We did whatever she wanted. We tickled, we danced, and we played horsey. I found that time just with her so valuable. Right? Like after the workout in that workout glow where there are more healthy benefits. That's how I felt all the rest of the evening. Even this morning, she's giving me more hugs. And so, I com-

pletely agree with you, Nick. And sometimes it's not a matter of, yes, spend time with them, but spend time on what they want to do, not, oh, mommy wants me to do this, or I don't want to do this, but she's spending time with me. We have to break down that ego or like you said, and even if it's forty-five minutes of straight up what they want to do, get messy playing on the floor or whatever. It keeps paying forward.

Nick Nanton [00:25:47] Spend the time, you won't regret it later.

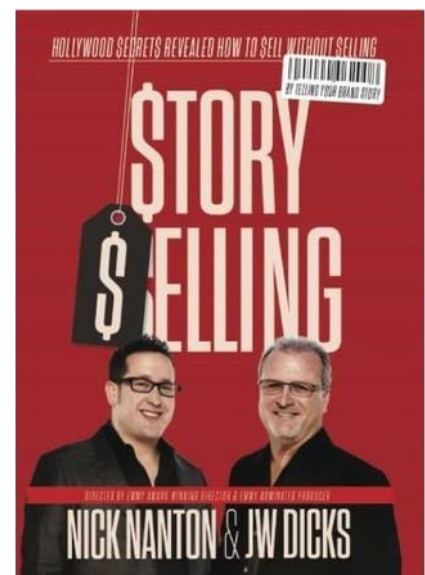
JMD [00:25:51] Yeah, and just to plus one, having lost both of my parents, you know, I can totally relate to that statement of, you know, always, always pick up the phone when mom calls.

Nick Nanton [00:26:07] My parents just brought my daughter back from a day of baking. So, they're outside the door. So, I'm going to see them for in a few minutes.

Catalina [00:26:13] Thank you so much for your time and wish you all the best for the rest of the summertime with your kids. We hope to see you soon again in another meeting.

Nick Nanton [00:26:26] Thank you for having me on.

To learn more about Film Director, Nick Nanton go to : <https://nicknanton.com> and <http://dnafilmsonline.com/>



HERE IS WHAT I CONSIDER YOUR 3 OPTIONS



Hello, friends. I wanted to take the time today to tell you about the three different options that are available for your estate planning in Texas. The first option is not the one that I would recommend. The first option is to not do anything. The state does have a statute of dissent and distribution. This statute will direct exactly how your assets are distributed. It doesn't always work out the way you want, and it can have bad consequences in certain types of situations. Number one, if you have a special needs child, they could potentially lose their benefits because they're inheriting something from you. Also, if you're in a second marriage situation, the way that the estate is distributed may not be the way you want. Plus, your current spouse may wind up in a situation where they do not have sufficient control of the assets to be able to continue to provide for themselves in the way you intend and the way you have planned along with your family. That can create additional tensions in a second-marriage situation. Additionally, when you don't have a will or trust or any other plan, the probate process is more cumbersome and gets more complicated. If you die without a will, then probate starts with the application to probate the estate. Then after that, we would go ahead

and file the application along with the original death certificate and that needs to be on file for at least 10 days. After those ten days have passed, the court will give us a hearing. Now, that hearing date could be anywhere from two weeks to two months after the time they provide the date, depending on the jurisdiction and depending on the court's calendar. So you can imagine, it could be a considerable delay in time to have somebody appointed to be able to continue handling your assets. Now, if you die without a will or trust, before that first hearing, we need to have attorney ad litem appointed. Now, this attorney ad litem is an attorney that is appointed by the court to represent the unknown heirs. In other words, this attorney will make sure that the filings that were made include all of the potential heirs and any children that the decedent had. So, if the decedent had children from a prior relationship, those need to be included. And if they're not, it is the attorney ad litem's responsibility to find out who's missing and to make sure that everything is filed properly. Now, the estate is responsible for paying the ad litem attorney, which means whoever your executor is will need to advance those funds. So that's an added expense that will need to come into play. Addi-

tionally, in a probate where there is no will, typically it is a dependent administration. What that can mean is that any time that any kind of action is taken, permission needs to be requested from the court. The court will need to hear the reasons for the requested action and after that, the action can be taken now that the court's permission has been granted. Now, every time there's a hearing, that means that there will be attorney's fees involved and there will be court costs. So, not having a will require additional expenses compared to having an independent administration through a will. Option number one, in short, the government is there to help with the probate process when you don't have a will but I think we all can figure out how that plays out. So, what are some of the other options? The second option is a very common and familiar option to most people, especially here in Texas. It is the will. A will is a document in which you will be able to state who your heirs are. You can also state how you want to distribute your estate and you'll also be able to appoint whoever the executor is to be along with any alternates. The executor's job is to take the will to probate, get court appointed, collect the assets, make an inventory, and then distribute the assets pursuant to the statement

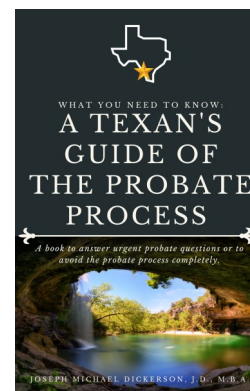
of the will. So that's fairly straightforward. The problem is, a lot of times when clients are looking at doing a will, they don't realize that it is really a two-step process. Step one happens while you're alive. You prepare the will now. The will, while you're alive doesn't have any kind of power or authority. Once you pass away, then the will has potential, but it doesn't have power or authority until it is admitted to probate by the appropriate court. So that means we still have the second step. So, a lot of times when our firm is hired to do a will, I know that that there will be work coming up for the future for that case. How does a will work? How do you probate the will? Once a person dies, like when you don't have a will, the process is similar, except it's much more efficient when there is a will. We still have to file an application to probate the will. We'll need to file the original will and original death certificate and that will need to be posted for at least 10 days. After those ten days, the court will give us a hearing. That hearing can also be anywhere from two weeks to two months, sometimes more, depending on the court's docket. The cost savings here is that there won't be a need for attorney ad litem like in the previous example, with no will at the hearing. Then, the executor will need to be appointed and they will have thirty days to file a notice to creditors and 90 days to file an inventory of the estate. They can also file an affidavit in lieu of inventory. However, they'll need to provide the inventory to everyone who would take under the will and have them confirm a receipt and acknowledge that there are no objections to the inventory. Now, once that inventory is approved and filed, then the executor can begin distributing the estate. As you can see, this is still a little bit lengthier process. It could take four to six months before the assets can be distributed. Although it doesn't sound like a long time, when there aren't any funds that are available to pay for regular ongoing bills for the family, it could be a burden and it could create some risks of foreclosure and other situations like that. So, although the will does provide more efficient means for transferring, it still requires going to court and having the probate process. Now, any time that we have a court process, it opens up the opportunity for there to be litigation. If one of the heirs is not happy with the way the distribution is laid out there, there could be a will contest. Typically, that can result because everyone is treated equally and one of the family members feels like they were always there for mom and dad. Maybe the other siblings were out of town and they never came in

and never visited. So, the siblings that were closer to the parents geographically feel they're entitled to a larger piece of the pie because they were there for their parents. So, if they're treated equally, they could contest and argue this fact. On the other hand, there could be an argument in the other direction. If the child that's locally available and attends to the parents gets a larger piece of the estate, the other the other children could argue, hey, wait a minute, we're also equally their child and we should be entitled to exactly the same. They might feel that they should all be treated equally. There could be different arguments that can be made and brought up before the court. The one thing that that they can be certain of is that those arguments will be brought up. And from experience, arguments will cause delays and will increase the expenses for all the parties involved. There will be additional legal fees all the way around to respond to the different objections to the will and any kind of contest to the will. That brings us to the third option that is available. This is what is known as the Revokable Trust. The Revokable Trust is a three-party agreement between the settlor who forms the trust and funds it. Initially, the trustee is the person who administers a trust and runs it and the beneficiary is the person who is entitled to receive the benefits of this trust. All three of these are handled by the initial settlor. When you create your revocable trust, you are all three of these people and you wear all three hats. This makes a Revokable Trust a very efficient means of handling your assets because there really is no taxable consequence to it. Once you're incapacitated or once you pass away, your successor trustee will then take the trust and then simply distribute the assets pursuant to what the trust says. This makes it a lot easier because we don't need to track down who would be appointed to be able to have authority to move these assets. Also, we can create a mechanism so that the trust is funded through either beneficiary designations or unrecorded documents. This will allow for all the assets to be clearly and securely in the trust. Once they're in the trust, they can be distributed directly to the beneficiaries so your children can receive their inheritance without having to wait to go through the probate court process. We wouldn't need to publish anything in the newspaper, and we wouldn't need to have a public lawsuit or case such as in probate. Now, does that mean there won't be any lawsuits? Does that mean that nobody can ever sue? No, and if anybody ever tells you that any action you take will make it impossible to get sued, run, because

the United States is the country of lawsuits, and you can sue for almost any reason. However, will they be successful? It is very unlikely that that they would be successful in a lawsuit against a trust or to try to declare a trust invalid. Texas courts have always strongly upheld trusts. There are going to be situations where there are some nefarious actions that could cause a trust to be declared invalid. Perhaps the person did not clearly have capacity to enter into this trust or if the trustee was doing any kind of mishandling of the trust assets. Those are also causes of action that could affect the trust and the distributions of the trust. Now, notwithstanding those issues, it is a lot more efficient to have things in in the trust. There won't be an opportunity for there to already be a case open in which a lawyer can simply start nit-picking at the case. They would need to file a brand-new cause of action to challenge the trust. So, at the end of the day, within a short period of time, after the death of the last survivor, the successor trustee can distribute out the assets of the estate to the beneficiaries and the beneficiaries can start enjoying their assets. They won't have to be held up through court processes. For me, the trust is really one of the best and most efficient ways to handle your estate plan. If you have any questions, I would like to send you a copy of my book, *The Texan's Guide of the Probate Process*. Just contact my office at 956-791-5422 and my team would be happy to send you a copy or just scan the QR code below. Until next time!

Best Regards,

Joseph Michael Dickerson



Special Delivery to:



2 Lindenwood Drive Laredo, Texas 78045

Official Newsletter

Wills, Trusts, Business & Real Estate

Law Firm

JMD The J.M. Dickerson

SEPTEMBER 2021 | VOL. 22

DICKERSON DIGEST

OFFICIAL NEWSLETTER OF THE J.M. DICKERSON LAW FIRM

INSIDE THIS MONTH'S ISSUE:

THREE KEY STEPS TO BUSINESS SUCCESSION
PAGE 2

THE PROS AND CONS OF ELECTRONIC WILLS
PAGE 4

TAKE BACK YOUR MORNINGS
PAGE 6

THE POWER OF AUTHENTICITY IN YOUR LIFE & BUSINESS
SPECIAL GUEST INTERVIEW WITH EMMY WINNING DIRECTOR,
NICK NANTON
PAGE 12

HERE IS WHAT I CONSIDER YOUR 3 OPTIONS
PAGE 14

