

# F' the New Normal Script Templates

Like any other “templates” these will work best when you make them your own.

Tweak the language – add in the “way you would say it.”

Also, even though they aren’t perfect paragraphs, you can easily see where you could shoot a paragraph at time.

Need more help? Want to find out what it’s like to work with me?

Email [ErinM@howtomanage.com](mailto:ErinM@howtomanage.com) and tell her you found Jimbo in “F the New Normal” – she’ll invite you to make a FREE video with me, Jimbo Marshall!

Thanks!

Jimbo Marshall

# BANKRUPTCY

Hi, I'm \_\_\_\_\_ and, today, I want to talk to you about a really hard topic—bankruptcy.

If you're drowning in debt, I want to give you some advice. My first piece of advice is you can't stick your head in the sand. I know the phone is ringing off the hook and you don't want to even go to the mailbox.

However, the first thing you have to do is know where you stand. My next piece of advice, I want you to consider filing bankruptcy.

Here's why: The first thing that happens when you file bankruptcy, collection efforts must stop, no more harassing phone calls, no more wage garnishment. And then you will see a light at the end of the tunnel and may actually be able to improve your credit.

Listen, I know what you're going through. I've actually been there myself. There's light at the end of the tunnel and it starts with an honest conversation with a qualified attorney.

When you're ready to talk, please give me a call.



# BANKRUPTCY

A common question I get from people who are struggling financially and considering bankruptcy is, will I get to keep my car? The answer, unfortunately, isn't as simple as yes or no. It depends on several factors that I'm going to be discussing with you today.

As I've discussed in previous videos, a chapter 7 bankruptcy is a liquidation procedure where the bankruptcy trustee takes all your assets, sells them, and pays off your creditors. Anything that can't be paid off is discharged or wiped out. The good news is that, when you file bankruptcy, you're allowed to keep some of your assets. Whether or not you can keep an asset is determined by something called an exemption which is dependent on both state and federal laws.

Now, exemptions can be a little overwhelming and confusing. It all depends on the law of your state, but essentially, it's a list of assets that you're allowed to keep, and the maximum value for each type of asset. Some of the assets that you're allowed to keep are your car, your household furnishings, including your television and computers, some bank accounts, and even your retirement accounts.

Your attorney can help you determine what each asset is worth and how much of your things you can keep. After you file bankruptcy, the trustee will review your petition and your list of assets to determine what assets need to be sold and used to pay off your debts. The really good news here, though, is that in only 4% of bankruptcy cases, does the bankruptcy judge take anything. Most cases are considered no asset, and you'll be allowed to keep everything.

I know this is a really confusing and worrying time, but if you have questions, want to find out if you qualify for bankruptcy, and if you'll be able to keep your car and other assets, please give us a call.

We'd love to help.



# Business Law

Hi, I'm \_\_\_\_\_, a business attorney here in \_\_\_\_\_.  
And today I'm going to give you five pro tips to win your contract case.

Pro tip number one to win your contract case is to actually have a good contract and, honestly, that's easier said than done. I can assure you, even experienced attorneys get this wrong. The worst thing that we see is when a client has actually created their own contract and they're using what we call "boilerplate language," which means they're using language from other contracts that they may have come across. This could be in other business transactions or even on the internet, and you don't want to do that. You really want to make sure that your contract is specifically tailored to your business and not all of those provisions are going to be relevant for you. However, there are some things that do need to be in there, like a provision for attorney's fees when you win your case!

Pro tip number two is that you have to keep good records. Again, this is easier said than done, but the very best thing is to just make sure you don't destroy records inadvertently, like emails and text messages that are relevant to your business transactions. You also want to make sure that you have a naming convention, that you can find these records later if you need to, if it becomes a problem. Doesn't have to be fancy, but you do need to know how to find it when you need to

Pro tip number three is to hire a lawyer, and I'm not saying this just because I'm a lawyer. Georgia law requires that your business has a lawyer representing it in court. You can be your own lawyer for your own personal matters. You cannot be your business's lawyer for business matters, and that's a very important thing for you to know, as a business owner.

The next pro tip seems really obvious, but you have to tell the truth to your lawyer. And the truth is that we've seen so many things that what you think is really bad probably isn't that bad, but if you don't tell your lawyer about it, then they can't help you with protecting and defending that issue. So it's really important that they know all the facts around your case.

The last pro tip to win your contract case is to keep your mouth shut. And you heard that right, don't talk about your case. You hired a lawyer for a reason, you're paying them a lot of money. There's no reason to go around town talking about everything, and that is a surefire way to lose your case. If you're considering filing a lawsuit to collect on a contract that someone breached, you need to talk to a qualified attorney. We might be that attorney for you, but you won't know if you don't call. So call us today.

# Business Law

So many business owners get themselves in trouble because they don't understand that they need to be protected from their business. They don't get that if they use it the right way the law can actually protect them. I'm talking about contracts. I'm talking about making sure your business is setup properly. I'm talking about maintaining it correctly with all the minute little details. If you are operating on just a whim, you're setting yourself up for big trouble.

Hi, I'm Attorney \_\_\_\_\_ and I work with small business owners to make sure they are protected. From my experience, most small business owners are afraid of working with a business attorney because they're intimidated about the cost, and I get that.

As a small business owner myself, I certainly want to try to save money on my professional services. So I have a great offer for you today. We have what's called a business owner protection strategy session where we look at your business as an entity and analyze what's working and what dangers you may be facing if you don't take immediate corrective action.

And listen, this doesn't mean that my firm has to fix it for you, but at least you'll be aware of the issues that you need to correct. Normally, these strategy sessions are \$X. However, if you click on the link below and schedule your strategy session today, this fee is waived.

You have absolutely everything to gain by protecting your business and nothing to lose. \_\_\_\_\_ and let's talk about your business.



# Business Law

Hi, my name is \_\_\_\_\_. I'm a business lawyer here in \_\_\_\_\_ and today I've got a question for my business owners out there. Are you working for your business or is your business working for you?

So the very first sign that you may not be having a business that works for you is that you actually have to be present for your business to run, and we see this a lot with clients who have built a business without a plan. And they kind of just get into business because they're excited, and then eventually it just takes its own life-form, and it becomes something unmanageable and they have a lack of systems and processes, or the systems and processes that they have in place require them to be there in order for the business to operate. And that's the very first sign that your business is not working for you, but you're actually working for it. Another sign that your business is not working for you is that you're not actually paying yourself a fair wage, and I'm talking about all the hours that you put in. All the blood, sweat, and tears that you put in.

Could you go out and find somebody in the marketplace to accept what you get paid to do all of those things? If you're like some of our clients, you could not, and that's a very big red flag that you actually have created a situation to where you are working for your business and your business is not working for you.

Another big red flag that your business is not working for you is that you're your employees' savior. And I know it's really hard to strike the right balance between caring for your people and actually being the leader, but they need clarity, and they need strength. They need someone who's going to tell them where you're going, how you're getting there. Instead of someone there to handhold them, they want to be lifted up, and they want a good leader that they can follow not someone who's going to die on the cross for them.

Look. I know that it's overwhelming to be a business owner because I am one, and it's not easy to balance all of these things. But you know what? There's an opportunity for you to talk to somebody who truly understands these challenges and can help you craft a plan and a vision for the future of your business, so you can start to enjoy it again, and it can start to work for you just like you wanted it to from the very beginning.

Give me a call. I'll be happy to do a business strategy session with you to see if I can help you get your business on track so you can get the freedom of time and money that you've been



# Business Law

Hello, my name is \_\_\_\_\_, and I'm a business and estate planning attorney. I work with the owners of medical practices to help them protect and structure their businesses. You are watching this video because you're a physician; you own your own medical practice, and you know that your family is exposed because your business is not set up properly.

I know you are busy and nearly every minute of your day is spent serving your community and the needs of your patients. But as the owner of a medical practice, there is an incredible amount of liability, not only from general malpractice claims, but also just from the general liability involved with owning a business (such as from your employees and your independent contractors). Because your practice is not set up properly, and key legal fundamentals are not being followed, you are greatly exposing, not only yourself personally, but your family as well.

Your retirement, and everything you've worked so hard for your entire life, is at risk. Let alone, if the unexpected were to happen, what would happen to your family and the income that they rely on from you?

You have worked too hard, gone to school for far too long to risk losing everything from the slip of a knife or a misdiagnosis, because your business was not set up properly. There are five things that every owner of a medical practice needs, not only to protect the business owner in the family, but to save money every year on taxes, assist in the growth of the practice and to also set the business up for its eventual sale.

I understand your time is valuable, and so I want to provide you with a free guide that discusses these five things and the importance of each one of them.

\_\_\_\_\_  
Your family will be glad you did.



# Business Law

You've heard about incorporating your business, but is this the right move for your company?

Hi, I'm attorney \_\_\_\_\_ and I work with small business owners to help them structure their businesses. If you are a sole proprietor and you transition into what's called a "corporation", this could help protect you from lawsuits, reduce your taxes, and help you safely grow your business.

Heck, I work with a small business owner that saved literally \$40,000 a year just from incorporating.

However, if you do this at the wrong time, you're going to waste a ton of money. So, I've developed a special guide for you that I want you to have.

It will help guide you through this process and really help you to figure out is this the right time for you to incorporate.



# Criminal Defense

\_\_\_\_\_ here, and I want to talk with you today about the first appearance in court after a DUI arrest. Now it might not happen for weeks or even months that you're going to get a notice to come to court for an arraignment. And that's where you're going to learn what you're charged with and it's where you'll enter a plea.

If you can, try and get an attorney on board before that date because it's going to make the court go a whole lot smoother, and it's just going to feel better if you've got someone on your team who knows what they're doing. When you see the judge your attorney is going to do most of the talking. You're going to be asked your name and probably your birthday. They just want to make sure they're talking to the right person, but your attorney is going to enter a not guilty plea and that will preserve all of your rights. You can always change your mind and plead guilty later, but it makes a lot of sense for you to take the time to talk with a lawyer about your options before you make that permanent decision.

Once you've entered your plea the judge is going to want to talk about the conditions of your release back into the community. And in most cases what they're going to tell you to do is have law abiding behavior, show up to court when they tell you to, and maybe don't drink alcohol. It's usually pretty manageable stuff.

Now, there are some cases where there might be things like a car accident, or a relatively high breath test, or even a prior DUI offense. Now in those situations the judge might order you to wear an alcohol monitoring bracelet or install a breathalyzer in your car, and they could even set bail. So it's really important that before you go to that hearing you've talked with an attorney so that you can be prepared for those possibilities. Look, this might be the first time you've ever been to court, and I know that it's overwhelming.

That's why we've created a free guide called "5 Steps to a Successful DUI Defense," and you can find a link in the description of this video. No matter who your attorney is, if you follow those steps, you're going to put yourself in the best possible scenario for getting your DUI case dismissed or reduced without going to jail or losing your driver's license.



# Criminal Defense

Hi, it's \_\_\_\_\_ here, and we practice criminal law in \_\_\_\_\_ and we have three things we want to talk to you about because if you've been arrested, there are three things you really need to know and it doesn't matter what you've been arrested for whether it be a DWI, domestic violence, a sex crime, or drug case—any sort of arrest—three things that you need to know right now.

The first thing you need to do is to don't panic. You're probably searching the internet right now for answers trying to figure out what to do next, and you're scared.

It's okay; good people do make mistakes.

And the second thing that we need you to know, the second tip, is to keep quiet. You're probably very scared, wanting to tell everybody what happened to you, tell your siblings, your parents, your spouse, your co-workers, but that's exactly the wrong thing to do. It could get the result that you don't want.

And the third tip is that we do want you to tell everything to a very experienced trial lawyer. See, we get that experience matters. With over 150 jury trials in our law firm, we know that being a jury trial lawyer will get you the results that you need. Listen, I know you're scared, and I understand.

Give us a call, and we'll help you through this scary process, and we will make sure that you get the best result possible.



# Criminal Defense

If you're watching this video, it's probably because you refused a blood or breath test after you were arrested for a DWI. Many of our clients come to us after that experience and ask us what is going to happen to our driver's license?

Hi, I'm \_\_\_\_\_ 20-plus-years experience as a criminal and DWI defense lawyer, and I'm here to answer your questions. There's four things that I want you to know about what happens to your driver's license after refusal following a DWI arrest.

First, time is of the essence. You have 15 days up to 30 days to file a lawsuit to try to save your driver's license and prevent yourself from losing it at all.

Second, in some counties in Missouri— particularly here in the Kansas City area like Jackson County, Missouri— we have what's called diversion. In some counties in Missouri, you could qualify for diversion and not lose your license at all. Not for one day. In those counties where there is no such thing as diversion, you will need a skilled and experienced DWI defense lawyer because that lawyer is going to need to cross-examine that law enforcement officer and try to save your driver's license and prevent you from losing it at all.

And look, even if you do lose your driver's license after that trial, in the state of Missouri you will probably qualify for a hardship license. As long as you have an ignition interlock device and SR-22 car insurance, you can drive to and from many places like work, school, daycare, and many other things that they'll let you drive to with the hardship license.

Okay, now I've explained to you the important things that you do need to know about your driver's license following a refusal after a DWI arrest.

If there's anything else you need to know, or if you have a case right now and you need to act fast, give us a call at the number below.



# Criminal Defense

So today we're talking about using a deferred prosecution to get a DUI case dismissed. If you've been arrested for a second or even third DUI, you're probably feeling a little overwhelmed. You're wondering what's this going to mean for my future? What would I do if I had to go to jail? What would it mean for my job, and who would take care of my kids? A deferred prosecution is one way to make sure you don't go to jail.

It's a way to take care of a legal problem and a medical problem at the same time. So in other words, in exchange for doing two years of counseling for either substance abuse, or some mental health-related issue, the court will actually dismiss the case after you complete the counseling and five years of probation. Sounds great, right? Well, it can be, but it's not the easy way out.

The counseling programs are really time intensive. You would have to see a probation officer regularly, and the court would impose a number of other strict conditions that you'd have to comply with. Here's the most important thing. You have to commit to being sober for five years. Now, if you do everything you're supposed to do, at the end of the five-year period your case gets dismissed.

So what's the catch? Well, if you don't hold up your end of the bargain, the court can revoke the deferred prosecution and find you guilty based only on reading the police report.

So the question is, is a deferred prosecution right for you?

Well, it is a great way of taking care of a legal problem and a medical problem at the same time, but it's a once-in-a-lifetime thing. You need a DUI expert to help you figure out if the demands of the program are worth giving up your right to a jury trial.

We've helped hundreds of people get their DUI cases dismissed or reduced. So if you or someone you care about is facing a DUI charge, give us a call because we can help you too.



# Criminal Defense

It's a fact that domestic violence in the home has risen during the shelter in place. It's also an unfortunate reality that false claims of domestic violence have risen. If this has happened to you, here are the top three rules that you need to follow, to get your restraining order dismissed.

Number one: don't violate the temporary restraining order. Don't reach out to your accuser and try and work things out, or try and reason with them. Quite often, the consequences for violating a temporary restraining order are more severe than the accusation of domestic violence itself.

Number two: write everything down. Use your raw emotion right now. Don't lash out at your accuser, but put it down on paper. You're going to use this information later to properly present your defense in front of the judge.

Number three: hire a lawyer. Your rights, your liberties are at stake here. All too often, we hear people say "This is a false accusation, things are going to work out, the accuser's not going to follow through with the restraining order." That's not the case. The investment that you make now could protect your life.

If you've been falsely accused of domestic violence and have a temporary restraining order issued against you, contact our office today for a confidential consultation.

Don't delay! Your court hearing will be here before you know it.



# Criminal Defense

Today, we're talking about three things you should know about domestic violence cases. We're going to cover what domestic violence means, how the police treat these investigations differently, and what to expect at that first appearance in court.

Domestic violence is a label that the government adds to some underlying charge like assault or property damage, when two people involved have some kind of domestic relationship. So, what does that mean? Well in a nutshell, if the alleged victim is someone that you're related to by blood or marriage. They are someone who you've ever lived with or someone you've ever had a dating relationship with, no matter how long ago, the government's going to add that label.

So, how is a domestic violence charge investigated differently, by the police, than something else? Well, the first thing the police are going to do is separate the people involved to talk to them independently, and that can be really intimidating, but it's always best to wait until you have an attorney before giving a statement to the police. Remember everything you say can and probably will be used against you.

Now, if the police think that a crime has occurred, the law says that they have to arrest someone, in a domestic violence investigation, and that person, you know, even if they haven't been to jail before, has to go to jail and stay there until they see a judge on the next business day. On that next business day, when the person finally goes to court, the judge will almost always release people who don't have any criminal history. But before that happens, the judge will issue a domestic violence no-contact order. That order makes it a crime to even come within a certain distance of the alleged victim. It means you can't have contact by phone, by email, by text message, by a third person and it might even mean you can't go home. Whatever you do, don't mess with this.

The worst thing you could do for your case is to violate the no-contact order because you'll end up right back in jail, except for, you'll have a second criminal charge.

Look, that first court appearance is critical, and if you're watching this video, you're probably panicking and scared to death and I get it. But, if you or a loved one have been accused of domestic violence offense, give us a call because we can help.



# Criminal Defense

\_\_\_\_\_, here, and today I want to talk about vacating a criminal conviction. You may have heard it called “vacating” or “expungement” or just “cleaning up your record,” but it’s an important process that we can help you with. There’s a lot of people out of work right now, and more people are worried about losing their jobs in the near future.

Now if you’re in that situation, you might be thinking, how am I going to support my family? And when this is all over, how competitive will the job market be when I’m ready to go back to work? That’s why it’s important to ask the question, what will my future look like if employers see that I have a conviction for assault or theft or even DUI?

Look, if that’s your situation, now is the time to start planning your economic recovery. In other words, are you ready to clean up the past to set up a better future? If your answer to that question is yes, you should definitely click on the link below to check out our free guide on vacating your conviction in Washington. Now this guide is going to cover three important pieces of information.

Number one: What’s the value? Why would you want to have an attorney work to clean up your record?

Number two: Are you eligible? Recent changes to the law mean that more people will qualify than ever before.

Three: How will this process work?

We’ll go through the procedure and give you an idea of about how long you can expect it to take to vacate your conviction.



# Criminal Defense

Hey there! A week ago, or so, you asked about my videos on expungements, but I haven't heard from you yet. I know it can be overwhelming, it could be stressful, and it's easy to keep your head in the sand.

But, I also know that taking no action results in no change. Perhaps the idea of talking to an attorney makes this all too real for you.

Maybe you're thinking, "Well, I just don't think about it. My previous conviction from years ago will just go away and drop off my record." Do you think that you can't be helped?

Listen, I don't have all the answers for you. But, I do know what I can tell you from what clients have told me in the past, and about how an expungement can really be a life changer. Clients have said that they didn't know why they waited so long, and they really should have just gotten it done sooner than later.

You wanted to find out about how all of this works because you want that change. I'm not here to bug you or to sell you something that you don't need. I am here though to offer you a free consultation, so that you can look at your options and see how we can get an expungement done for you.

So, pick up the phone and make sure to call.



# Criminal Defense

If you're looking to clean up your record, and to look more marketable to future employers, I'd like for you to click here, so that I can teach you some important tips that you should know before applying for an expungement.

First of all, you're going to have to understand the potential hurdles that you might have to overcome before applying for an expungement. Not everyone is entitled to an expungement, so you're going to want to know if you're eligible. And if you're not, what can make you eligible, if it's possible, under the law.

Second, you're going to want to know the procedure and approximately how long it's going to take to get you the expungement, from the beginning to the end.

And third, I'm going to explain to you the overall benefits that an expungement can give to you, to your livelihood, and to your future income earning potential if you're able to get it granted.

So, click the link below for a free webinar where I'll explain to you the three tips that you're going to want to know before applying for an expungement and how to get the process started.



# Elder Law

You don't want your parents to lose their life savings to the government just because they need nursing home care.

Hi. I'm elder law attorney\_\_\_\_\_ and today we're going to talk about the three ways to pay for nursing home care. The first way to pay for care is private pay. Of course, that's where you pull out your wallet every month, and you pay the nursing home. But that's the fastest way to drain your bank accounts, which is what happened to my family. When my grandmother went into a nursing home, my grandfather went and paid the check every month for 10 years, and when it was time for him to need a nursing home care there was no money left.

Now, my favorite way to pay for nursing home care is long-term care insurance. What I like about long-term care insurance is we're getting somebody else to pay for your nursing home care, but it also gives you more options. So if you need assisted living or at home care, it can help pay for that. Now unfortunately not everybody can afford it, or not everybody can qualify because of health reasons, so that leaves us with the last option.

Now, the last option is government benefits, and they're really broken down into two different types of benefits. If you're a veteran, you might qualify for VA benefits. If you're not a veteran then we're primarily looking at Medicaid. Now, you may have just said to yourself "Medicaid? That's just for poor people, right?" But that's really the biggest misconception about Medicaid.

Because the cost of long-term care is so expensive, that it's really how the middle class pays for nursing homes. Now, if you have a parent that might need some sort of long-term care, I know it can be confusing. There's a lot of different information that's out there, and some of it's conflicting.

If you have questions, give us a call today.



# Elder Law

Your goal is to stay out of the nursing home or keep your loved one out of the nursing home. I understand, many people share your goal. One study found that most seniors are more afraid of going in the nursing home than they are afraid of dying. And you have good reason to be concerned.

Right now, one out of every seven people over age 65 is in a nursing home. But it is possible to stay home and get good care. Today, I'm going to give you three more options, that are not well known, to help you stay at home and maintain your independence.

The first option for staying at home is veterans benefits. If you are a veteran, thank you for serving. You and your spouse have some important benefits. You can get services that help you stay at home for free or almost free. For example, when my dad was still alive and living with my mom, they got weekly house cleaning, bathing for my dad and respite care so my mom could go to a doctor appointment or go to lunch. They really enjoyed it and it only cost a song.

The second option I want to tell you about today, that is not well known is, the under 65 government programs. If you're still under 65 and you need some care, you may qualify for one of these programs. And the really exciting thing is, these programs allow you to keep more money than you would be able to keep if you were over 65.

The third option I have for you today, is new technology that allows you to stay at home safely and get the government to pay for it. For example, there are pill boxes that sound a signal when it's time for you to take the pills. And then the box will unlock so you can take them and, if you miss it, you can have a notice go to a family member that you missed your medication.

There are many more exciting options that Medicare will now pay for so that you can stay home. My goal in making this video, today, is for you to know you have options. You want to stay out of the nursing home. I want my mom to stay out of the nursing home too, but the options can be confusing and overwhelming.

We are here to help. Click here to download a free report that will explain more about your options. And if you have any questions after that, give us a call. We'd be happy to help.



# Elder Law

Is it too late for your loved one to sign papers? I understand. This can be a scary feeling, even panicky. Your loved one may have fallen and gotten hurt, and now needs paper signed to get into the nursing home. Or, maybe they need some kind of medical treatment and you're not sure that they can even decide that for themselves, or maybe you're afraid they're going to pass away soon and their paperwork is not in order, and it's going to leave a mess. We understand because we help clients with these kind of concerns every day. And today, I want to put your mind at ease about three pressing concerns that might be bugging you right now.

The first nagging question is how much does my loved one need to understand? And, I have good news for you here. Our clients are often relieved to find out the standards can be lower than you think. For example, for the will, you don't need to know who the president is. You just need to know what you own, generally, who your children are, specifically, where you want your money to go after you're gone, and understand that your wishes are in the document, the will, or the trust that you're about to sign.

Often, our clients are surprised and relieved that their loved ones can sign the documents, and even if they can't, we can still help you have more options available to you than you probably realize. I always encourage people in your situation to reach out and contact us, so that we can explore all your options and you can choose what is best in your situation.

The next nagging question people call us with is, "Well, what if my loved one can't even sign their name anymore? Or maybe they sign it, but boy, it doesn't look like their signature at all." This actually is not a problem. They can either direct someone else to sign for them or they can sign their own signature as it is today. It doesn't matter, we can work through that issue.

The third nagging problem you may have is, what if your loved one can't leave home anymore. It could be because they're physically unable, or it could be because they're in a covid lockdown, or for some other reason. We can work around this. For example, during the covid lockdown, I have met with clients inside the facility, outside on the lawn, by Zoom, by phone. We have been able to facilitate signings at the client's home with the family or with staff helping, making sure that everything is done properly.

I hope this short video has put you at ease a bit, and I encourage you to reach out and call us or click here for our free report to learn more about getting those documents your loved one needs in order.



# Elder Law

Hi, \_\_\_\_\_ here. You know, one of the biggest fears that many of us who are starting to get a little bit older have is, the fear of losing our memories and our cognitive abilities, because of something like Alzheimer's or Dementia.

In fact, if you've seen any of my other videos, you probably know that the reason I became an elder law attorney is because, my own grandmother spent about 10 years in the nursing home with her Alzheimer's, and there are so many things that I know now, that I wish I would have known back then, that would have made everything so much easier on her and on the rest of the family.

I'd like to invite you to our upcoming workshop, where we will discuss these issues and many more, such as how to make sure your loved one is getting the best care, how to pay for that care and how to communicate with someone, even with more advanced dementia, on a more meaningful basis.



# Elder Law

Hi, I'm \_\_\_\_\_ and I'm here to give you three things you must know if your mom or dad is in the hospital and on their way to the nursing home or rehab, so they don't go broke.

The first thing you need to know is the 72-hour rule. Your mom or dad must be admitted— admitted, not under observation—for 72 full hours or Medicare will not pay a single dime of that rehab care.

The second thing you need to know is that you have options. You don't have to sell everything you own. You don't have to sell the house to get help paying for care.

The third thing you need to know is there's a lot of misinformation about the 5-year look back. The truth is California doesn't have a 5-year look back, and we have a lot of options.

It's okay if you're confused and overwhelmed.

For more information, download my guide "Don't Go Broke in the Nursing Home" by clicking [here](#).



# Estate Planning

Hello \_\_\_\_\_ This is \_\_\_\_\_, coming to you from my \_\_\_\_\_ office.

And today, I'm going to tell you three reasons why a will is not enough, and what you should do to complement it.

So the first reason a will is not enough for an estate plan is that, when does the will take effect? It takes effect when you die, right? And, if you become incapacitated—Alzheimer's, heart attack, what happens? Is the will going to help you? No, of course not. Is that will going to help your loved ones manage your assets while you are incapacitated? Again, no.

So, the second reason a will is not enough is that your loved ones have to go to court and probate the will. Indeed, when you go to court you have to spend money and it's very expensive to probate a will and time-consuming. And does it makes sense to send your loved ones down to the courthouse and ask a perfect stranger, a judge, to allow them to inherit from you?

So, the third reason a will is not enough for your estate plan is the reason that the will is public and it's easily contested. Everybody can go to court because it's a part of public record and see what you left behind. But the worst thing is that it brings family members to fight over what you left behind, and turns siblings into rivals, and destroys lifetime family relationships.

So is this the legacy you want to leave behind?

So, \_\_\_\_\_ now that you know why a will is not enough, what you going to do about it?

Why don't you click the link below, read our reports, view more videos, and whenever you are ready to do your estate plan, give us a call.

This is \_\_\_\_\_,

Thank you for watching. Until next time, \_\_\_\_\_ Bye now.



# Estate Planning

Hello,\_\_\_\_\_. This is\_\_\_\_\_, here in my \_\_\_\_\_office.

And today, I'm going to answer a very common question which is,

"Why don't I give my kids the house instead of doing all this planning and all this paperwork?" I get this question all the time and I tell people, it's a terrible idea to give your house to your children while you are alive.

I'll give you an example. Parents came from Italy, 1970, bought a house for \$150,000 with a pizzeria downstairs, apartment upstairs. They live, they work there. Fifty years later, this house is now is worth \$8,000,000.

So, if they give the house to the kids today, the kids have to pay capital gains and they don't receive the step-up in basis. The capital gains in this case would be over \$3,000,000. So, \_\_\_\_\_what is step up in basis?

When you buy an asset and house for \$150,000, this is the basis.

When you sell it, it has a different basis. So, if you give the house to your children when you die, their basis is going to be, in our example, \$8,000,000.

So, they don't have to pay capital gains.

This is the reason we have to give the house at death and not during lifetime.

Yes, I know this stuff can be very complicated and confusing for many people. So for this reason, you have to talk to a lawyer, to an estate planning lawyer to help you with this planning.

Give us a call, whenever you are ready, and let's talk, either via phone, via Zoom or in person. Now we are open and I can answer all your questions. Thank you for watching. This is\_\_\_\_\_,. Until next time, \_\_\_\_\_Bye now.



# Estate Planning

Hello, \_\_\_\_\_! This is \_\_\_\_\_, in my \_\_\_\_\_. And today let's talk about families with minor children and why it is imperative for them to do an estate plan, a plan for the future, to make sure that their children are protected no matter what life brings.

When it comes to our children, we all plan ahead. We search for good districts, school districts, and we move in that neighborhood. We save money for their college fund; we plan ahead for their summer camps. So why would you leave it to the courts to decide who's going to be the guardian of your children in case something happens to you?

It is imperative for parents to do a planning to make sure that their kids are protected and don't leave this important decision to the courts. So if you don't plan ahead and something happens to you, what of your assets will be inherited by your minor children. But in \_\_\_\_\_, minors cannot own property. Thus, the court will nominate somebody to manage your children's property until they turn 18-years-old, and this is extremely frustrating, time consuming, and of course, expensive because this person who's managing your children's property supposed to report to the court and give an account in each and every year for each and every penny spent from the children's account.

So it is frustrating, and it shouldn't happen to your children. In order to avoid this problem, in your will you have to create a minor's trust, or you have to create a separate trust agreement for the management of your children's property.

Let's see now what happens to your stepchildren if something happens to you. If you are a stepparent of a child, that child will not inherit from you unless he's legally adopted or you put your wishes in writing. In other words, your stepchildren will be completely disinherited and receive nothing from you and probably not even the treatment that you would like. In order to avoid this, you should put your wishes in writing, create a plan for them and for your future. I know these are very difficult conversations, but they are part of life.

So if you have minor children, please talk to a specialized estate planning attorney and make sure that your children are protected no matter what life brings or you can also click on the link below and learn more about how to protect your children. This is \_\_\_\_\_, Thank you for watching.



# Estate Planning

If you are watching this video, you're wondering what to say to an estate lawyer that you're considering hiring to do your will. You've probably never had this conversation before. You are afraid to ask the wrong questions, or even worse, you might hire the wrong person.

I understand; you've probably never done this before.

You are not alone. A lot of people feel this way before calling us, and we understand. We are here to help you, and I'm going to give you three questions that you should ask any estate attorney that you're interviewing. Not knowing where to start is one of the reasons that people put off ever even starting their estate plan.

So let me give you the first question that you should ask.

First question is—How much of your practice is estate law? Estate planning is a complex area of the law. You want someone who focuses in that area. There are attorneys who do a little estate planning on the side, and I have unfortunately worked hard to clean up some messes that were caused as a result and their families were not happy with the hassle and expense that was left. So make sure the person you're working with does estate law as the main part of their practice.

Now the second question you should ask the attorney is— Will you take the time to listen to me and to educate me on my options without charge? You want a confidential, free meeting that is focused on you with someone who is going to ask the questions to find out what's important to you. What's worrying you that brought you into our office? What are your goals with your estate plan? What's your family situation, etc.? Then they can educate you on your options and the pros and cons for your particular situation. Then you will be empowered to make the best decision for you going forward.

The third question to ask an estate lawyer is— What can I expect? What's the process? The timing? The cost? At our office, we show you our smooth sailing system and take you through it every step of the way, explain all the details so you know what to expect.

If those three tips were helpful, we actually have a list of 10 questions to ask an estate lawyer that you're interviewing. If you would like that, please click the link below, and we would be happy to send it to you.



# Estate Planning

Congratulations on taking the first step toward preparing an estate plan for yourself and your loved ones. We know working with lawyers, especially about estate planning, is probably not something you were looking forward to, but we hope we can make this experience as positive and as easy as possible.

During your upcoming consultation, we will go over different planning options based on the information you provided or will provide to us in the inventory and assessment packet that we've asked you to fill out.

Our goal is for you to leave feeling educated and empowered, knowing what options are available and knowing how those different options will affect both yourself and your loved ones. We will also go over the differences in fees for each type of plan. We do all of our planning based on flat fees so that you will know upfront exactly how much your plan will cost and so there are no surprises. We find that this works much better than if we were to bill hourly as no one likes to receive a surprise bill for more than they anticipated.

At that point, if we all decide to work together, we will get started designing your plan right away. Again, thank you for contacting \_\_\_\_\_ and we're looking forward to meeting with you soon.

If you have any questions from now until your meeting, please do not hesitate to reach out to us. See you soon.



# Estate Planning

Hi \_\_\_\_\_ here. I'm your estate planning and elder law attorney in \_\_\_\_\_, and I'm here to talk about when should you update your trust. You need to update your trust when you change, the law changes, or your family changes.

When I talk about you changing, here's what I mean. I mean, when you get some kind of devastating diagnosis like dementia, Alzheimer's, Parkinson's, cancer, you want your trust to be updated to reflect the changes in your life.

The next reason you would need to update your trust is because the law changes. So, an example of a law change that really impacts most trusts is in 2013 the estate tax code changed. That means that everybody's trust needs to change to reflect all those tax code changes.

The third reason you would need to update your trust is if your family changes. So if you get married, you get divorced, you have a death of a spouse, or a child born, those are the reasons why you would need to update your trust to reflect your current family information.

So if you have a trust that's older than 2013, or if your family has changed, or you've had that devastating diagnosis, please call my office so I can help you and get your trust up to date.



# Family Law

Hi, everyone. Attorney \_\_\_\_\_ here for another Family Law X. This week I'm answering the question of will I have to pay spousal support?

I get this question a lot from people who realize that in their marriage they are the primary earner, and of course the answer to this question is it depends. Whether spousal support, which you may have also heard referred to as alimony, has to be paid in any case in Michigan is determined by the court's review of 14 factors.

Those factors include considerations such as the length of your marriage, the ability of the parties to work, the needs of the parties, their health, the debts and assets in your marriage, the standard of living to which you've become accustomed during the marriage, and fault. So, of course, yes, the court can decide to give spousal support to one party because of the other party had decided to leave the marriage, but the most important thing to remember is that the 14th of those factors is called general principles of equity.

What that means is fairness. So basically if a court thinks that it's fair that you have to pay spousal support to your spouse after your marriage, then you're going to have to pay it. Now, that's a lot of information, but what I really want you to understand—the most important takeaway from this video—is that spousal support in X is highly individualized to your own facts and circumstances.

There is no math formula that determines this is how much you have to pay in spousal support. That's unique because the child support formula in Michigan is a math formula, and it is mandatory. Spousal support does not work in the same way.

So if you are the earner in your marriage and you're considering divorce, it's very important that you seek the advice of an attorney before you file so that you get a sense of what is fair in regard to spousal support under your facts and circumstances.

If you have questions and you want to discuss your specific situation, give us a call. We're here to help.



# Family Law

There are a lot of myths out there about how alimony works in \_\_\_\_\_  
And today, we're going to tackle the top three.

The first common myth is that there is an actual formula to calculate alimony. There is no formula. The judges have a list of things that they are allowed to consider when determining alimony, so judges consider the party's age, their educational background, they're earning capacity, things like the length of the marriage, a whole series of factors. And judges have a lot of discretion about how to weigh those factors. They're not all treated equally.

Now, the biggest myth, the one that we hear the most often from people is that alimony lasts for half the length of the marriage—that is not the case. Like I said, the judges have those factors that they go through to decide whether there'll be alimony at all. They also use those same factors to figure out how long alimony lasts, if there is alimony at all. So will it happen during the divorce? Will it be temporary and get somebody back on their feet and earning for themselves, or will it be lifetime alimony?

The third myth is that alimony automatically stops when a spouse moves in with another person. That's not the case either, it's more complicated than that. The question that gets asked by the court is whether or not moving in with someone, what we call cohabitating, has a financial impact on the person who's receiving alimony. So that's really the question and, frankly, it can be pretty time-consuming and expensive to prove.

One real issue with these three alimony myths is that they tend to make alimony seem simple, when the reality is it's very complex. But I don't want that to overwhelm you. The truth is that the complexity is a good thing. It creates a big opportunity for creative lawyering and for the ability to figure out, Okay, how are we going to slice this in a way that really works for you?

Give us a call and we'll figure it out.



# Family Law

You're watching this video because you're going through a breakup or divorce, and you simply cannot imagine how you're going to share custody with your soon-to-be ex. My name is \_\_\_\_\_. I'm a family law attorney here in \_\_\_\_\_, and I'm going to share some useful tips with you today on how you can navigate the challenges of custody.

I understand going through a breakup of any kind is always challenging and especially when you have children involved that you love and care for dearly, and you only want the best for them. That's what the courts would want too, but I'm here to tell you as an experienced attorney, that it's always best if you and your partner can try to work that out.

But again you might be wondering, how am I going to navigate this with my soon-to-be ex? We don't even get along. So even if you and your partner cannot agree, don't give up. Now is the time to be open; be willing to negotiate; perhaps consider working with a professional mediator or speak to an attorney or a parent coordinator.

This next tip might seem a little obvious, but when you're talking about your children, it's only natural that emotions will run high and you'll be feeling all kinds of feelings. These are normal, and it's okay. Whatever it is you're feeling is okay, but when you're coming from a place of high emotions, it's not always the best place and the right time to make decisions with regard to your kids. It is, however, a wonderful time to recognize those feelings and emotions, and reach out for help. Reach out to someone that you trust and can talk to.

And another thing I want you to consider is that while you and your partner may no longer get along, your children still love their parents, and the courts are going to encourage healthy relationships between parents and their children. Unless there's some kind of verifiable proof of abuse or neglect, find a way to parent responsibly with one another.

And a final tip that I want to leave you with is that as you're working with your soon to be ex-partner on how to share parenting responsibilities, don't be too dismissive of ideas and thoughts that each of you share with one another because you never know that the final real solution that will work in every day life is lurking in that last idea. Again, my name is \_\_\_\_\_ of \_\_\_\_\_ and I know these are really difficult things to do and we help people like you all of the time, so please give us a call.

Pick up the phone. We're here to help.



# Family Law

Hi guys, it's Attorney \_\_\_\_\_ here, your divorce and family law attorney. And today I want to talk to you about a Georgia Supreme Court case that just came down regarding legitimation.

Now, if you don't know what legitimation is in the state of X, if your child is born out of wedlock (you're not married to the mother), then your child needs to be legitimated, made the legal child of you. You become the legal father.

Recently the X Supreme Court ruled that a father gave up his rights to his child when he failed to pursue a relationship with the child. And what I want to do is tell you specifically what he did so that you don't take those same steps.

Now if you want to make sure that you have rights to your child, these are the things that you should not do. Now, the father in this case failed to financially support the child. Also, the father failed to go to any doctors appointments except one and that's where he just wanted to see if he was the father after he denied that he was the father.

Now, this is important. This father didn't even try to see his child. Now many of you guys know what legitimation is and you think that you have forever to legitimate your child. What concerns me about this case is, this child was is only three years old when this came down from the Supreme Court. You have to understand that this started well before the child was 3. And if you're out there and you're waiting to legitimate your child, don't. Now is very important to legitimate your child. This case really sets precedents that scares me for fathers.

Please, give us a call so that we can help you to legitimate your child and have a relationship with your child.



# Family Law

There are all sorts of myths about child custody in X and the problem is that those misunderstandings can actually lead to long-term conflict between parents and chaos for children. So today, we're going to take this really seriously and debunk the myths.

So myth number one is actually, that shared custody is automatic in Connecticut, and that's not true, it's not. Many parents do share custody in something that looks close to 50/50 or like, substantially equal, but that's not the presumption and it's not what's required. What actually happens is that courts determine what's in a child's best interest, and there are a bunch of factors that they look at in order to figure out what that would be.

So, child's best interest, look at the factors, and then it may result in children spending equal time with each parent, but it may not result in that. The second myth is that kids over the age of 14 get to choose where they'd like to live. We hear it a lot, it's not a thing. The court will take into consideration a child's informed preferences, but that's only one of the factors that they look at. The key you have to remember here is that that's for a good reason.

These are kids, they can be confused about what's best for them. They're even maybe, a little bit, manipulated by a parent or another adult, and sometimes they actually use a custody battle to try to manipulate their parents. We want to do whatever we can to set aside our differences, focus on our kids and make sure that we do not pressure children to pick a parent. It's one of the worst things that parents can do to kids.

So last but not least is myth number three, and that's that shared custody eliminates child support. It does not. So a lot of times, parents might want custody to be exactly down the line, 50/50. In part, because they think that that means that there won't be any child support paid from one parent to the other parent.

So, that's not what determines child support. We have child support guidelines in \_\_\_\_\_ that you run and child support can flow regardless of how custody works. Child support is one thing, and custody is another thing. The key thing to make sure that you remember about this myth is that parenting and child support are separate and they stay separate. It is really hard to be a parent when you're getting a divorce. There's this upset at the very idea of not seeing your children every day when you get home. That is real and it is hard.

We help a lot of people through this process and, I just want to make sure that you know, as a parent, for me to you, your kids are really resilient and the best thing that you can do to support them is to love them and to figure out a parenting plan that really will work for your kids.

We have a lot of experience in a lot of different unique situations where we worked with the parents, with child experts, to get really creative to set up how kids in a specific family can thrive through divorce and, especially, on the other side of the divorce.

Give us a call so we can get it right for your family.



# Family Law

If you're watching this video, it's because you're looking for a divorce or family law attorney. And I know the process can be overwhelming. It could be stressful and finding the right attorney is not easy. You're looking at billboards; you're on Google, and there's so many great attorneys.

But here's the thing. You need to narrow it down based on core values, what you believe in and what your law firm that you're going to hire believes in. Let's go over that. Now, if you don't know me, I'm Attorney \_\_\_\_\_ your local divorce and family law attorney here in the State of \_\_\_\_\_ and let me tell you what we believe in— our core values.

We believe in child custody cases where we foster the parent-child relationship. We believe children deserve the love of both parents and not just one parent. We truly believe in fostering that relationship between both parents. Pretty much, co-parenting with love. In divorce cases, we believe in listening to your story because your story is important. We believe in holding your hand. We believe in letting you know ahead of time what the process is.

We believe in answering your questions whether that's once, twice, or three times because we know with this overwhelming process there's a lot that we're telling you. There's a lot of information coming at you, but we break it down for you. Yeah, we're going to give you the overall picture, but we're still going to walk you step-by-step as we get to that step. Now, let's talk money. I know you're thinking that, and we believe in value for our services.

I want to tell you a story. When I was younger, I would buy the cheapest gold chains, and my neck would break out every time, okay. And my mom one day purchased a real gold chain, and that gold chain lasted me for years. It's about the value; it's not about the cheapest, but it's about the value of the service. And I don't like for my neck to break out, and for you my neck

breaking out is equivalent to your case breaking down and because this is so important— this is your family we're talking about— you need to be able to pay for the value. Bottom line. Otherwise, if you're not willing to do that, we see that a lot of people are dealing with firms that are cheap, but are not giving them the service that we know they deserve.

Now, here's what I've learned in practicing law for over a decade. Most people don't know that attorneys when they graduate can practice whatever they want. You have some attorneys that does criminal law; you have some attorneys that practice wills and estate planning. You have attorneys that practice a lot of things, and here's what I know. We like to stay in our lane and that's family law. We know family law, and we are passionate about family law, and you should hire an attorney who does only family law if you have a family law case.

I hope this has been helpful for you in choosing your law firm. And before I let you go, just one last thing that's so near and dear to my heart. We believe in community. We believe in giving back to the community. We believe in supporting our community— local businesses, local teams, Friday night light—you know what I'm talking about.

We believe in community, and when we talk about community, I'm reminded— I know another story—but I'm reminded when my mom talks about the fact that my pediatrician was my son's pediatrician. I mean, that's community to have the same pediatrician, and that's the attorney that I am and that I would like to be for your family.

I know you have a tough decision to make, and we're not the only good family law firm, but I think you should give us a call and talk to us and see if we're good fit for you.



# Family Law

If you've just found out that your spouse has been having an affair, you are feeling hurt and betrayed.

That's perfectly normal. Today, I want to talk to you about three things you need to know if you've just discovered your spouse is cheating on you.

The first thing you need to know is that details of the affair won't bring you closure. It is perfectly normal and natural to think that if you get all the sordid details, the who, the where, the when, the what, the how often, that you're going to feel peace. And I'm going to tell you that that simply isn't the case. In fact the more information you get, often the more upset you are.

The second thing you need to know is, don't tell your kids. Look, I know you are feeling a lot of hurt and betrayal, and it is perfectly normal and natural to want your partner to feel that way too. Sometimes people think that if they go and they expose the details of the affair to their children and their other family members, that that will make them feel better, and it won't. It's going to hurt your children. Your children need to know that you both love them. That changes may be happening to your family and that you will both continue to be there to support them.

The third thing you need to know is that now is the time for you to get legal advice. Whether you're going to stay in the marriage and work towards reconciliation or ultimately, you're going to decide to divorce, you need to know that you have options. If you decide to stay in the marriage, there are things you can do to help protect you now and in the future, like perhaps the marital property agreement. If you decide to divorce, you need to move forward in a way that will help you protect your best outcome. A scorched-earth divorce, where you try to hurt and humiliate the other person only benefits the lawyers. A lot of times a divorce process that is either collaborative or cooperative will help you leverage your current circumstances to gain the very best outcome.

Contact us today to learn how we can help you.



# Family Law

Hi, this is \_\_\_\_\_ and I'm a family law attorney in \_\_\_\_\_. And I want to talk to you today about three mistakes that people commonly make in \_\_\_\_\_ divorces when they are representing themselves.

The first mistake I see is, in anticipation of the divorce, where a couple goes ahead and divides assets among themselves before filing. Why is this a mistake? Because not all assets are equal. A house does not equal a retirement account, and a retirement account doesn't equal other investment assets. So the tax effect needs to be taken into account in dividing those assets as well as the available resources to both parties

The second mistake I commonly see people make when they are representing themselves is that they don't account for all of the assets that are being divided. Keep in mind, \_\_\_\_\_ is a community property state. If you've accumulated the asset during the marriage, even if it's only in your name, it still needs to be accounted for and divided.

So for example, you have purchased a house that is only in your name and you... Don't assume that you don't need to address it in the decree at all, because undisclosed assets can come back to cause you problems in the future and can be subject to future division, maybe even be awarded 100 percent to the other spouse.

The third mistake that I commonly see people make when they represent themselves is they will award assets to one spouse without regard to the debt that's attached to that asset. So for example, if the parties have a marital home and that home is in both spouses names, the title is, and it gets awarded to the wife, but wife isn't on the debt at all. The courts cannot award a debt to one party or the other; they take that into consideration in dividing the asset. So you could find yourself without a home, making the mortgage on the home, because the other spouse has no obligation. Don't do that.

Now, I'm sure you're thinking, "It's easy for her to say that I need a lawyer because after all she is a lawyer." But the reality is, I see the same mistakes year, after year, after year, and they don't have to happen to you, and I don't want them to. Don't go it alone, when you're dividing your estate, you don't have to.

It doesn't have to be me that you call, reach out to somebody that you trust to get advice. But if you need help, we're here for you. Please give us a call at the

\_\_\_\_\_



# Family Law

I was recently contacted by a friend, that I knew from high school, who told me she was getting ready to go through a divorce. Now, She lives in California, so I can't represent her, but it occurred to me, in talking with her, how important it is for us to support people who are in broken relationships.

Look, I've done hundreds of divorces, as a divorce attorney, and it's not always easy to know what to say to somebody who's in that situation, but I want to share with you some of the things that I've learned and how we can best support those we love, who are facing divorce.

The first thing I want to encourage you to do is to call and check on your friend. When somebody is struggling in a broken relationship, it can be embarrassing, it can be filled with shame over the failure of this relationship and this often leads to isolation which just makes the heartache that much worse. If you know somebody who is struggling in a broken relationship, make time to reach out and call them, and check on them, and see how they're doing.

The second thing you can do for your friend is offer them perspective. When you're in a crumbling relationship, it can feel like the foundation underneath you is falling out from under your footing. You can feel like you're gonna be swallowed in grief and pain. But the truth is, divorce is temporary, it will end and the best thing you can do is help remind your friend that this is a time of transition and there is hope for a future.

Another way you can help your friend is to help them connect with those parts of them that you love. It's not unusual, when you're in a disintegrating relationship, to forget those things that bring peace, and joy, and happiness, to forget about the things that make you laugh and the people that you love. One of the best things you can do, as a friend, is to remind your friend who they are and to allow them to see themselves through your eyes, to remind them that they are worthy and they are lovable.

The last thing I want to leave you with on this video is to encourage your friend to explore options. It is perfectly normal and natural, when we're feeling a lot of stress, to feel like there aren't any options and rarely is that the case. If your friend feels like their marriage is coming to an end, you might want to encourage them to look into something called discernment counseling. The goal of discernment counseling is to help them gain clarity into their situation and to really decide, from a place of empowerment, whether or not they want to stay in the marriage. If divorce is going to happen, encourage them to look into collaborative divorce. Collaborative divorce is a way of going through the divorce process without all the anger, and animosity, and destruction of a traditional divorce.

If you want to help your friend gain information and knowledge about the divorce process, we've prepared a guide to divorce that helps educate people about how they can avoid destruction in the divorce process..



# Family Law

Hey, I'm \_\_\_\_\_ and I've been a divorce attorney for over 30 years, and one thing that I've learned in that time is that divorce can happen to anyone without anyone doing anything wrong.

Recently, I had a devastating experience in my personal life. That is that we had a fire in our house, and the fire really led me to think about some of the pain that my clients, and maybe you, are going through as you contemplate divorce. Now you might be thinking, how can a fire and a divorce be the same? And you're right, they're not, but what they are is similar in a devastating and traumatic event that happens that really disrupts your life.

When the fire happened to us, and it was no fault of any of my family members, it really led me to think two things.

The first thing is, what have I been tolerating all these years without even realizing that I was tolerating it? For example, I have a slotted spoon that I bought when I was a sophomore in college. Now, this thing is beat up. It's crooked; it rattles, and it doesn't really do a great job. When I moved it to my temporary location I thought, wow, what am I doing moving this thing? And what else? What else am I tolerating that really isn't up to par?

And the other thing it made me wonder is, what is a home? What is a house, and where does my family belong in the world? And who am I in the neighborhood? And where do I belong? And this is something that really was very difficult for the month that we lived with my parents while we found a place to live at while the renovations are going on in the house.

And I'm really been thinking about what disruption means in the context of home and what that means for you as you think about difficult times in your life.

You're watching this video because things aren't right at home, and you're probably wondering what to do next. If you click the link, I'm going to send you something that will help you find the right lawyer, so you can get some real guidance and make some great decisions.



# Other

Congratulations on taking the first step in planning for yourself and your loved ones. It is our pleasure to discuss your options with you. If you are receiving this video, it's because you've scheduled a consultation with one of our attorneys and I wanted to send you this quick video so you can know what to expect when working with our firm.

We believe that it is important for you to be part of the process as this is for you and your loved ones. We will, of course, be here to guide you every step of the way. But we're always mindful that it's about you and your family and not us. We want to make this process as easy for you as possible. You will be receiving an inventory and assessment form for you to review and complete before your meeting.

As you will see, it is very detailed and it goes over a lot. Not everything will apply to you, so you can feel free to skip those sections, but please complete the parts that do apply as it is, very important that we have all of the information that applies to you.

And don't stress over it, fill it out to the best of your ability and if you have any questions, or if you're unsure of something, circle it and we'll go over it during the meeting.

We do ask that you please send it back to us at least 72 hours before your scheduled meeting to give us the opportunity to review it. This will give us the information we need to be able to go over your specific situation during the meeting so we can give you options to consider for your planning that are tailored to your family, as no two families are the same. Until then, please let us know if you have any questions and thank you again for contacting the Solution Law Firm.

We are looking forward to meeting with you soon and helping you plan so that you can keep your family out of court and out of conflict. And so you can have peace of mind knowing you did what you could to take care of them. See you soon.



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# Other

See you've taken that first step and you've scheduled a meeting with a law firm to talk about your family law case, but you're anxious. You're nervous. You never thought you'd have to hire a lawyer.

Well, here's the questions that you need to ask to make sure that the lawyer that you hire is the right fit for you and your case. First, you want to ask about the communication with the law firm. What's the best way to get in touch to find out about your case? Call? Email? Text?

When you call in, who in the firm are you going to be talking to you about your situation? How often are you going to get updates about your case? But in regards to communication, here's what I want you to know. Most law firms charge by the hour, so if someone promises you over communication that may lead to higher legal fees.

Next, find out who the key players are who are going to be working on your case. How is their time going to be billed? You want to make sure the law firm is responsible with their charges and working efficiently on your case. Finally, ask what the next step is in your case. What information do you need to provide? Who's going to contact you, and when? Don't settle for "Oh, we'll open up your case. We'll call you in a couple days."

Now, here's the question that you shouldn't ask—Am I going to win? Only after an attorney has had a full review of your case and looked at every part of it can they give full guidance on are you going to win.

Look, you're probably still going to be nervous and anxious about your consultation, but if you go in prepared with these questions, it's going to be a lot easier.

If you're ready to schedule a confidential consultation with our firm and learn our answers to these questions, contact our office today.



# Other

I bet you didn't know that most law firms do a consultation wrong. I'm \_\_\_\_\_ with \_\_\_\_\_ and in this video I'm going to explain to you exactly what you should expect in a consultation and what you shouldn't expect. Alright, the first thing: you should not expect legal advice.

Now, you might be surprised that a lawyer is telling you this, but the fact is most law firms mess this up. You see, a consultation is usually less than an hour. You're telling them your version of events without them hearing anything else on the other side, and any law firm that tries to tell you what they think is actually going to happen with your case, based upon your version of events within an hour, is simply telling you what you want to hear.

A great law firm is not going to tell you what you want to hear; a great law firm is going to be a trusted advisor that listens and tells you what you need to hear no matter what. Now, let's talk about what a consultation is; it's an interview. Now, it may have been a while since you've done an interview, but that's really what a consultation is. You see, you're looking at making a major life decision. You're going to take your hard-earned money and potentially pay somebody to help you. You should treat this as though you are interviewing the law firm.

Does this firm listen to you? Do they understand what your goals are? Do they feel for your case? Do you feel like they're a trusted advisor that's going to get you from where you are to where you want to be? You see, you need to know what you want, so you can find the right law firm.

Most of our clients don't really know what they want. They haven't really thought about that. So we put together a guide to help you come up with some criteria so you can select the right firm for you.

The things you might want to be thinking about: are you looking for fast? Are you looking for cheap? Are you looking for quality? You see, these things don't go together, but it's really important that you find the one that you want. Now, let me tell you how this works in our office. First, you're going to schedule a consultation with our new client director. During this interview, we're going to be learning more about what's going on in your life.

We're going to figure out where are you now, and where do you want to be, and then we're going to determine if it's right for us to work together. Now, we don't work with everybody that comes into our office, so I'm not promising we're taking your case. But if we decide to work together, you will schedule an appointment with an attorney. That attorney is going to be prepared and understand your case before you even meet them. Then you're going to have a strategy session with your attorney where we come up with a custom plan for your case.

If you don't like that plan, or if you don't like us after that meeting, we rip up your agreement and give you your money back. That's what we call "the better way guarantee". In other words, if you don't like what we're going to do for you, we'll help you find somebody that works for you.



# Other

So, I know that you might be tired of hearing about Zoom, court hearings, and phone court hearings. But, I have something to share and the reason I want to share it is, literally just a few minutes ago, I was on a zoom with a X County judge and his intention in doing the Zoom for attorneys is because, quite frankly, he seemed very annoyed and frustrated at a lot of the things that are occurring during the court's telephonic hearings, right now.

So, I thought, if I'm kind of surprised by this, as an attorney who's already done countless hearings via phone, I definitely need to share this with you, because you may be even more surprised than I was. So, here we go. The first thing the judge talked about was what to do to be very well prepared for these telephonic hearings.

And, the reason I'm saying telephonic is because, right now in X, they're only on the phone. Not a video hearing, so it's only just, basically audio. So, the first thing is, he said you should call to check in with the court 10 to 15 minutes early. Now, that may not seem too earth-shattering to you but, his reasoning behind it was really what kind of surprised me. He said if he has an attorney or a litigant, a person that's not an attorney, call in, right at 8:30, our normal call time or after, he assumes that, basically, you didn't try hard enough. And, according to him, that really damages your credibility.

So, can you imagine, just calling a few minutes late or right on time and not getting in before that 8:30 mark is actually going to have an effect on your case. This is really important to know. Then he talked about how you should mute yourself unless you're speaking, which, you know, we all kind of know that by now, hopefully. But, one of the things I do think is important to point out is, something I've noticed in this sort of pandemic culture we're all experiencing right now is, things have gotten a little bit more casual.

I was just talking to somebody today, telling them how, if I was on a phone call prior to covid times, and I would hear a dog barking or some sort of disruption, admittedly, I would think that person is not really as professional as I would expect them to be. Now when I hear a dog barking, I'm like, "Oh, let's see the puppy!" We've all sort of gotten a lot more casual and I think we really need to remember that. It should not be any more casual than it ever was, especially when it comes to a court hearing.



So, the judge referenced, mute any vacuums, dishes clanking, emails dinging, spouse calling for you, children around, pets barking, all of those things. Make sure those noises are not heard, and he said, by all means, never ever ever call in a moving vehicle. So there you have it, do not do your court hearing on the road.

The other consideration that you have to think of an advance is anything that you want the judge to look at during the hearing, those documents, or pictures, or whatever it is, need to be submitted to the court well in advance. And this particular judge suggests calling five days before the hearing to make sure that the court has, not only received them but also has, been imaged in their system so that when the judge is doing your hearing, that judge has them up on his computer screen. I was on the zoom meeting with this judge for nearly an hour.

Of course, I'm not going to keep you guys for that long. If you want all the information that I have to share, you can download that here. But, before you go, I just wanted to share another quick tip. One of the things that this judge pointed out was, the only way to get your point across and the only way to persuade this judge to rule in your favor is by audio.

So, you have to make absolutely certain that your communication is so clear. There's no interruptions, both technological interruptions, as well as, interruptions where the judge is interrupting you because you're either speaking too fast, or not clearly, or something like that. If you're watching this, it's because this applies to you and I know you're feeling stressed, and overwhelmed, and you're not quite sure how this is all going to go.

Whether or not you already have an attorney, or maybe you're considering giving it a go on your own, download this information. I know. It will help you. If you're still looking to hire an attorney, give us a call.

Let's talk about what we can do for you.

