

SYLVESTER LAW FIRM ONE PAGER (6/2007)

DID YOU KNOW...?

- ◆ I am delighted to be settled into my **new office in Wilmette**. I continue to go up to **Milwaukee** a few times per month to meet with Wisconsin prospects and clients. My meetings in Wisconsin usually take place at the referral source's office or at the client's home or office.
- ◆ I will be hosting 3 **small group golf outings** this spring, summer and fall. If you are a golfer, and would enjoy a good networking experience with professionals who compliment your profession, please let me know if you would like to receive an invitation. Sylvester Law Firm, PC will be paying for all greens fees and meals.
- ◆ I frequently represent clients who want/need to establish a **pre-nuptial agreement**. Pre-nups are an estate planning and asset protection tool. In my professional opinion, all second marriage situations, where there are children from the first marriage, require a pre-nuptial agreement. It is simply the responsible thing to do for the protection of the children from the first marriage.
- ◆ During the past year I have been doing part-time *pro bono* work through **Prairie State Legal Services** in Waukegan.
- ◆ An increasing number of my clients are interested in setting up **trusts** so that their children are **forced to stretch out distributions from inherited IRA's**.

BUSINESS DEVELOPMENT TID-BITS

- ◆ Invite 3 professionals, all of whom compliment each other's professions, to a **Cubs game**.
- ◆ Host a small group **breakfast seminar** for referral sources, during which you present "***The 5 Most Common Investing Mistakes and How to Avoid Them,***" or "***5 Ways to Cut Taxes in 2007 and Increase Your Bottom Line.***"
- ◆ If you are **licensed to practice / sell in other states**, make sure you communicate that fact to your Illinois referral sources (including me), prospects and clients.
- ◆ Create and send out your own monthly or quarterly **One Pager**.
- ◆ Begin **preparing the workday** the night before. **Work and read while others sleep and watch television.**
- ◆ Teach your clients about their option to force their children to **stretch out distributions from inherited IRA's**. The result will likely be that you will continue to be involved with the IRA after your client's death.

RECOMMENDED RESOURCES

- ◆ Curt Denevan of **RCB Awards, LLC** in Milwaukee is a GREAT resource for obtaining an array of high quality, customized promotional items. Call Curt at (800) 929-9110. Curt's e-mail address is **curtd@rbcawards.com**.
- ◆ Mike Martinsen of Biltmore Financial Bancorp, Inc. (strategic mortgage advisors) recently lent me his copy of "***Missed Fortune 101***" by Douglas R. Andrew. I found said book to be a good, quick read.
- ◆ "***An Estate Planner's Guide to Qualified Retirement Plan Benefits***" by Louis A. Mezzullo and published by the American Bar Association. Attorney Mezzullo is one of the top estate planning attorneys in the country.

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