



PEACE OF MIND™

NEWSLETTER

Exclusively for POM Members

801 E. Charleston Road
Palo Alto, California 94303

November, 2022



“That Attorney Sure Knew What the Hell He was Doing!”

This is a comment from the daughter of a client who recently passed away. She was referring to the extraordinary tax planning work implemented by attorney Francis A. La Poll.

In this matter, as in so many, Mr. La Poll has worked with a high net worth individual to address tax worries and concerns. Proactive planning is always the answer.

**Join us for our next
POM webinar**

**Dementia
Conversations**

*a special presentation by
the Alzheimer's Association*

Tuesday, December 6 at 1PM

[www.gilfix.com/webinar-
registration/](http://www.gilfix.com/webinar-registration/)

Care Management - Cost and Quality

We have warned for years that the cost of supportive services as we age will grow dramatically. This includes care in a facility, home care, and the development of care plans.

An example is a new initiative, enABLE. We share this information not because we know it well or endorse it. We share it because it is a “sign of the times.”

We prize the services of a skilled, experienced professional who can develop an individualized care plan. For this company, care management services are available at \$185 per hour. Specialized consulting and planning services can be as high as \$300 per hour.

Their prime package that offers services ranging from medication management to end of life planning is \$20,000 per month.

While we are not yet familiar with this company, we are familiar with many individuals in our community who are skilled and who can help you if such needs arise.

One bottom line point: the cost of quality long-term care planning and services is increasing. This underscores the value of your membership in our POM program.



Exclusive POM Webinar

Dementia Conversations:

Driving, Doctor Visits, Legal & Financial Planning

A special presentation by the Alzheimer's Association

Tuesday, December 6 at 1PM

- Tips for making difficult conversations easier
- Deciding when to stop driving
- Making legal and financial plans
- Learn about resources at the Alzheimer's Association

How Members Use their Free Hour

POM member Eleanor has a special needs child and is extremely concerned about his future. She consulted with us about Proposition 19 and the horrible impact it will have on her son's future – after she passes.

Under Prop 19, property taxes on the family home will increase by over \$40,000 even if her son becomes a resident.

Other than the valuable house, the estate is relatively small. The family home is the only home that her son has ever known. It is vitally important that he continues to live there after he passes.

As a result, we are now implementing a plan to protect the home from a property tax increase upon her passing. "This is a godsend," she says.

Ms. L just learned that her aunt left some money in a sub-trust for her. Although she is perfectly capable and financially secure, another family member is named as trustee of this trust.

We reviewed the sub-trust and developed recommendations to be forwarded to the trustee. The goal is to simplify the process and ensure that our client receives her inheritance with fewer strings attached.

If she did not have her free POM hour, she said that she would not have gone to an attorney for help. Our help was "invaluable," she said. This underscores the benefit of membership in the Peace of Mind program.

Mrs. T gave her no-fee annual hour to her daughter and son-in-law. They just had their trust prepared by a low cost service where an attorney "reviewed" the trust. They are in their 50's with two kids and welcomed the opportunity to have us review the trust.

The trust is internally inconsistent, first leaving everything to their kids and later leaving a portion to other heirs. Needless to say, we are now preparing an amended trust to be certain that their wishes will be respected.

This makes the obvious point: You get what you pay for.





Sign up for the Gilfix YouTube Channel (Search “Gilfix Law” to find us!)

Mark Gilfix and Michael Gilfix present weekly Wednesday webinars that focus on topics of interest to virtually everyone. They include Special Needs Trust challenges, tax planning techniques for larger estates, Medi-Cal and long-term care, and dealing with the very challenging problems presented by Proposition 19 and resulting, enormous property tax increases.

We urge you to subscribe, find webinars that are of interest to you, and view them for understandable information about issues we all face.

And tell your family members about our channel and its abundant, reliable information.

Alert! Increased Protection and Medi-Cal Eligibility

Starting July 1, 2022, an individual can have up to \$130,000 in cash while still qualifying for Medi-Cal, which is often the key to paying for the cost of nursing home care. This increases the level of protected assets from \$2,000, which was the law before July 1.

For most people significant planning steps still have to be taken if assets are to be protected

and Medi-Cal eligibility is to be achieved. If you have concerns about the cost of long-term care and good planning, be sure to talk to us right away.

Exclusive POM Webinar

Unique Issues in Drafting Advance Health Care Directives January 10, 2023 at 1PM

This webinar will explain the critically important role of Advance Health Care Directives. It will identify issues to address and suggest approaches that reflect individual wishes and goals. It will explain why “check the box” Advance Health Care Directives are too often inadequate. It will explain recent developments in California law that expand options and opportunities.

- The role of your patient advocate
- Burial options including burial, cremation, green burial, human composting
- Choosing your health care decision making agent
- Dealing with family members who disapprove
- Physician assisted death – rules and practicalities
- Integrating your values your religion, and your favorite music
- Addressing unique fears and objectives: rejection or elevation of selected medical treatments
- Addressing the cost of medical care – avoiding bankruptcy
- Cryogenics, anyone?

**Attorney Myra Gerson Gilfix will co-present this webinar. Ms. Gerson Gilfix has special expertise in health care decision making.



UPCOMING EVENTS

Peace of Mind Webinar

Dementia Conversations

*A special presentation by the
Alzheimer's Association*

Tuesday, December 6 at 1PM

Peace of Mind Webinar

Unique Issues in Drafting

Advance Health Care

Directives

Save the date!

January 10, 2023 at 1PM

Register at <https://www.gilfix.com/peace-of-mind/webinars/>

★Use or Share your FREE hour POM consultation★

Remember: If you do not plan on using your annual consultation, let a family member use it. It is transferrable. Use the attached certificate and just make the appointment!

PEACE OF MIND

FREE CONSULTATION* CERTIFICATE

I/We, _____, give to _____
[POM Member] [Recipient]

our 20____, annual free Peace of Mind Consultation to be used on or before
_____, 20____.

Dated: _____

[POM Member]

[POM Member]

*When calling to make this appointment, please indicate that you have this Certificate

GILFIX & LA POLL ASSOCIATES, LLP

PEACE OF MIND

Member Newsletter

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