

Preface

The one constant over the many years of my practice and among the hundreds of different clients I have served is the imbalance between, on the one hand, their profound concern regarding Asset Protection, and on the other, their lack of understanding of how to implement it.

The purpose of this book is to provide readers with a straightforward and elementary understanding of what Asset Protection really is and how it can be effectively implemented by taking various steps—like rungs on a ladder. By reading this book, you as readers are initiating the process of protecting the assets you have worked so hard to build and preserve. It is, in essence, the beginning of your journey in setting up this hypothetical ladder. The goal of this discussion is to give you enough basic information to take the all-important next step in implementing your Asset Protection plan, and help you truly climb the ladder of success.

Over the years, I have represented hundreds of small business owners, physicians, professionals, corporate executives, and real estate investors. My practice has centered on meeting my clients' needs in the areas of Estate, Business, Asset Protection

and Real Estate Planning. In addition, because of my substantial Estate Planning practice, I have also had extensive experience in Probate and Trust Administration.

Because most of these areas of the law are closely connected and become intertwined in the lives of my clients, it is important for them to have an integrated plan with respect to the protection, preservation, and transfer of their assets. That is why I have developed the concept of “The Ladder of Success”—a multi-tiered approach to addressing our clients' concerns and needs. Asset Protection Planning really is like a ladder: Such planning is multi-tiered and works together as a whole to bring an individual to a higher level of protection. Some of the steps of the ladder may not be relevant for each client, but for most professionals, almost all of the tiers are worthy of consideration and review.

The Ladder of Success is focused specifically on Asset Protection Planning and is designed to help all types of clients preserve and protect their assets during their lifetimes so they can be transferred in the most tax-saving and efficacious manner to the next generation.

Focus

Now, about the readers: I decided to write this book because of the tremendous need that business owners, physicians, other professionals, corporate executives, and real estate investors have with respect to protecting and preserving their assets. These individuals have worked hard and devoted tremendous time, effort, and capital in building up their estates. In the process, they have provided great services to our society. They have employed many people, they have paid taxes, and they have contributed significantly to the well-being of their

clients and customers. They have made a difference and continue to do so with their creativity, energy, and business focus. These are people like you, who deserve respect, gratitude, and the happiness and peace of mind that come with knowing that their legacies are secure, that they can preserve and maintain their estates and pass them on to future generations.

In some small way, I hope this book can help them accomplish their goals and objectives—it is my way of thanking them for all they have given to society.