

APRIL 29, 2010

THIS WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **May 6** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be Brad Hirst of Equity Enterprises and Jan Batcheller of Gift Source.

Mark Van Slambrook of The Swenson Group Business Technologies will give the VALUE.

Mark Van Slambrook will be leading the group in a topic for **discussion**.

THE WEEKLY "POT" REPORT: TVEA's 50/50 raffle starts again this week at \$50.00 with a **new format**.

The new draw **guarantees** a winner every week. We will begin with just 13 marbles: 10 white, 2 blue, 1 red. Every week the person with the winning raffle ticket will draw a marble and be awarded cash from the pot.

White marbles: \$5
Blue marbles: \$10
Red marble: the **Pot**

Bring your cash!

VALUE:

John Orozco of Transworld Systems really thanks Dave Silva for bringing him into the Association; when he visited a meeting of the TVEA for the first time, he knew he had to be a part of it. The value to him is four-fold:

- loyalty
 - fair price for quality product/service
 - accountability
 - friendship
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DID YOU GIVE A LEAD THIS WEEK?

MEMBERSHIP PROPOSAL:

1st Posting:

Proposing Member: Harvey Tulchinsky

Classification: Insurance – Medical/Dental

Member: Raney Insurance

Represented by: **Jerry Raney**

Address: 5994 W. Las Positas #107, Pleasanton 94588

Phone: (925) 469-9000, *Cell:* (925) 895-4335

E-mail: jerry@raneyinsurance.com

Website: raneyinsurance.com

If you have any questions or comments about or objection to the proposed member, please contact the Chairman of the Membership Committee: Dan Brown 242-7798.

CLASSIFICATION:

Jay Woidtke joined our group just almost a year ago, but he has been a long-time Exec. He helped found the Southern Alameda County Executives' Association 30 years ago and has gained 40-50% of his clients from his membership.

Jay Woidtke has been a life-long resident of Castro Valley. He graduated from UC Berkeley and got his law degree from Santa Clara University School of Law, where he was somewhat of a prodigy, being the only student who couldn't drink... legally.

He was married to his high-school sweetheart, but divorced after 18 years. Finding that the single life did not agree with him, he has been remarried for 14 years. His wife does medical research focusing on sleep disorders. Between him and his wife, they have 5 daughters ranging in age from 29 to 13. He is hoping that the 13 year-old will be following in his footsteps and take over his practice.

After law school he worked as a clerk in Santa Clara, which he hated. In 1979 he had the opportunity to open an office along with an accountant. He has now

owned the office for 31 years. He is a solo practice and loves the freedom and responsibility.

He currently has over 8,000 clients. His office gets about 50 calls a day. He gets a lot of work from real estate companies and loves getting probate referrals from other attorneys; probate is a money-maker and typically costs over \$23,000. Jay does not handle conservatorships.

For heirs to avoid probate, conservatorship, attorney fees, estate taxes and property reassessment in the event that something should happen, everyone should be proactive and have a living trust. Not needing a trust is really the exception, especially if you own property. Keep in mind, when refinancing any of your property, it needs to go back (be recorded) in the name of the trust.

Federal Estate Tax is a big political issue; currently, there is no tax for estates up to \$3.5 million, but that is set to expire at the end of 2010, along with the current capital gains reduced tax rate, at which time the limit on estate value is predicted to be dropped to \$1 million. Federal Estate Tax is 40 cents on the dollar. California has no inheritance tax, but property owned in other states would be subject to that state's tax code.

The average cost for a single person to have a living trust drawn up is about \$1,000; a typical couple costs about \$1,250. Jay charges \$250 per hour and having him review your existing trust to make sure that it is complete would be worth the hour.

Jay has a houseboat at Lake Don Pedro, loves water skiing, is a big Raider fan and goes to the Pro Bowl EVERY year without exception.

If you or someone you know needs to have a new trust drawn or to have a trust reviewed, call Jay A. Woidtke, Attorney at Law at (510) 881-5026.

Who can you invite to a meeting this week?
