
MAY 23, 2013

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **May 30th** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Manny Martin** of Amador Valley Property Management and **Cory Pinter** of Logo Boss.

The SPOTLIGHT will be on **Big O Tires** by **Dave Jones**, and on **Edward Jones Investments** by **Jim Pease**.

The CLASSIFICATION will be given by...

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING?

TVEA CHANGES:

- Beginning with the third quarter, the \$25 discount for paying on time will be suspended. The \$25 late fee will still apply to those invoices that go unpaid for 60+ days. **Quarterly dues are \$275.00.**

While our membership remains under 35 and expenses continue to rise, this will only be the second increase of dues in the past 10 years.

If you're having a good month with more money than you know what to do with, you are welcome to pre-pay your dues ☺ \$550 for 6 months and \$1,100 for a year.

- The TVEA phone/fax line has been removed. To reach the Tri-Valley Executives' Association, call Cristin Sanchez directly **925.580.7719** or email cristin.realtor@gmail.com.
-

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$67.00** with 6 white marbles (\$5), and 1 red (winner takes all).

DID YOU GIVE A REFERRAL THIS WEEK?

SPOTLIGHT:

BY MARK VAN SLAMBROOK

Why talk to Darlene Crane-Peel about a mortgage through **Opes Advisors**? If you want advice on financing a home purchase or refinancing an existing loan, you want someone with experience. Darlene has 35 years of experience in mortgage financing and 43 years in the finance industry. She has been on both sides and brings a wealth of knowledge; there is very little that Darlene has not seen in this business.

Darlene has great patience, will help set expectations, and will fight for the best deal for your situation.

To have Darlene look at your mortgage payment to see if you could be saving money, call her at 474-2951 or dcrane@opesadvisors.com.

CLASSIFICATION:

Jay Woidtke has been a long-time Exec. He helped found the Southern Alameda County Executives' Association over 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.

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 almost 35 years. He is a solo practice and loves the freedom and responsibility.

It is very important for Trusts, Wills and Powers of Attorney to be drawn up by an attorney whose primary practice is Estate Law. Jay Woidtke is a Certified Legal

Specialist in Estate Planning, Trust and Probate Law designated by the State of California, to which only a very small percentage of attorneys are awarded. For heirs to avoid probate (upon death), conservatorship (upon incapacitation), 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. It is essential to make sure that you get legal advice when titling real property.

Currently, there is no Federal Estate Tax for estates up to \$5 million, and is 40% of the value above \$5M. California has no inheritance tax, but property owned in other states would be subject to that state's tax code.

A Will, a Power of Attorney and a Healthcare Directive are just as important as the trust itself, and all four should work together if prepared by the right person. Whereas a Trust lives on after ones death, a Will directs the disposition of the assets owned by the Trust, and is required in California; therefore it is essential that the Will is properly written and witnessed.

It can cost a lot of money if it's done wrong. You can save money by not waiting... the charge for Mr. Woidtke to act in an emergency situation is double. Two-thirds of Jay's work is problem cases. 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.

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.

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.
