

# JACKSON & WILSON UPDATE

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## Special Points of Interest:

- *Tough Financial Times— Find the perfect financial planner for you!*
- *Starting a Business? Are you protected? Maybe a LLC is for you.*
- *Large Truck Accident Cases— Alarming statistics.*
- *How Much Time Do You Have Each Day? Learn great time management techniques!*

## 5 IMPORTANT QUESTIONS TO ASK EVERY FINANCIAL PLANNER

We're all experiencing difficult economic times. More than ever, careful financial planning and smart decisions will help you and your family survive this turbulent fiscal crisis over the long-term.

The good news is that throughout history, economic recession is always followed by economic boom. Smart investors who take proper action today will be able to maximize their investment returns and provide for a safe financial future.

When interviewing a financial advisor, references and regulation violations are a good place to start. But

how can you tell if she will put your interest first? Is there any way you can determine if she'll chase market trends or instead, advise you based upon your unique investment interest and goals.

Here are 5 things you need to ask every financial planner you are thinking about hiring. Putting a prospective planner's frankness to the test will give you insight into her style, candor and honesty.

### **Have you made any mistakes over the past 5 years and if so, what was your biggest mistake?**

Listen carefully to her answer. Will she admit to

errors or mistakes? If so, can she tell you what she learned from those mistakes? Everyone makes mistakes—even Warren Buffett. Your prospective advisor's answer to this single question will tell you a great deal about her character and honesty.

**Are there any conflicts with your financial incentives and my best interest?** The fact of the matter is that all payment models create some level of inherent conflict. And that's normally OK so long as these conflicts are fully disclosed to you. Even hourly fees and percentage of assets formulas can create conflicts.

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**Senior Partners...  
Mitch Jackson and Lisa  
Wilson**

*Personal Injury, Wrongful Death, Business Litigation, Business Formation, Estate Planning, Asset Protection, Most Major Litigation Matters*

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## LIMITED LIABILITY COMPANIES— WHAT YOU NEED TO KNOW!

In today's world, statistics show that we will each be sued at least two to three times during our lifetime. Business owners and professionals have a one in three chance of being sued during the next year alone. We tell our clients that it's not a matter of IF you get sued, it's WHEN.

The real question is... What are you going to do about it?

One good way to protect yourself while doing business is to properly form and operate your business using a Limited Liability Company (LLC). This is a type of hybrid business structure that is designed to provide the limited liability features

of a corporation and the tax efficiencies and operational flexibility of a partnership.

A popular choice for sole proprietors who are looking to incorporate simply to protect personal assets or secure additional loans, the LLC is thought to be one of the easiest and least

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## JACKSON & WILSON UPDATE

### 5 IMPORTANT QUESTIONS TO ASK EVERY FINANCIAL PLANNER (CONT)

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The important factor to pay attention to is whether or not your advisor up front and honest enough to share all of these conflicts with you.

**How have your clients' portfolios performed over the past 10 years?** Listen carefully to the answer to this question. "I provided focus and discipline to allow my clients to earn market returns" is the type of answer you should be looking for.

*"Have you ever made any mistakes over the past 5 years and if so, what was your biggest mistake?"*

Answers such as, "I outperformed the market" only tells you she's trying to time the market which will add to your fees and lower returns.

**If I wanted to buy several broad index funds or ETFs, which would you recommend?** Because an expensive index fund has no chance of outperforming a lower-cost equivalent index fund, her answer to this question may give you a glimpse into her priorities and show where your interest fits in. If your prospective planner suggest an S&P 500 or total index fund with an expense ration of 0.5%, your aren't coming first.

**Can you give me 7 references and 7 testimonials?** When asked, most financial experts (and professionals in

general for that matter) will tell you they know their stuff and are good at what they do. And that's great! But why not independently confirm this information with your prospective advisor's clients.

Most honest, ethical and successful financial advisors can and look forward to sharing the names and numbers of 7 existing clients who you can, and should, contact for honest and direct feedback. If a prospective advisor is unable to provide you with such a list, either hold off hiring her until she does or, take your business someplace else.

**Referrals-** We have friends and professional acquaintances who offer outstanding financial planning services. Please feel free to contact us for a referral.



**We recommend you ask these 5 important questions!**

*There are approximately 160,000 financial planners working in the United States. While there are no Federal requirements to practice as a financial planner, some states do regulate the profession.*

### LARGE TRUCK INJURY CASES— ALARMING STATISTICS...



*Each year, there are about 4,700 fatal crashes in the U.S. involving large trucks.*

Over the years, many of our clients have been injured and in some cases, killed, by negligently operated commercial trucks.

In fact, we were recently retained by a motorcyclist who was severely injured when a commercial truck attempted an unexpected and illegal u-turn directly in front of traffic with the right-of-way. Our client will now spend the rest of his life with accident related injuries and damages.

The obvious problem with being involved in a collision with a commercial truck is the size, weight and speed of the truck. In most of the cases we've handled, the end result of a truck collision generally

has tragic life-long consequences for occupants of the non-truck vehicle

Recent statistics show that each year, there are about 60,000 total vehicle accidents involved in fatal crashes in the U.S. and of these, about 4,700 involved large trucks.

Most fatal truck accidents occurred in rural areas (68 percent) during the daytime (66 percent) and on weekdays (78 percent). Only 1 percent of fatal truck accidents were alcohol related. About 27 percent of all large truck drivers involved in fatal truck accidents had at least one prior speeding conviction.

The majority of persons killed

or injured in traffic crashes were drivers (65 percent), followed by passengers (31 percent), pedestrians (3 percent), and pedal cyclists (2 percent).

In 2003, the initial point of impact at time of collision happened 2,354 times (50 percent) in the front of vehicle; compared to 382 times on the left side, 188 times on the right side, and 720 times in the rear.

In 2003, 608 large trucks were involved in fatal truck accidents causes by rollovers.

Immediately after a truck accident, much needs to be done to protect evidence. Act quickly to protect your rights!

## MEET CAROL SULLIVAN...



Carol Sullivan

When you call our office, chances are Carol is the first person you talk to. We know clients enjoy interacting with Carol because they constantly tell us how great we are to have her (and we agree!). After all, with her business background, Carol brings a wealth of knowledge to our firm and its clients.

Carol grew up in San Clemente, California and attended Cal State Fullerton. She lives in Mission Viejo with her husband Tom who is a great guy. When she's not in the office, Carol (an ex-competitive triathlete) enjoys outdoor sports including cycling, skiing, and kayaking. Make sure to give Carol a call and say hello!

## SOMETHING TO THINK ABOUT...

Watch your thoughts; they become words.

Watch your words; they become actions.

Watch your actions; they become habits.

Watch your habits; they become character.

Watch your character; it becomes your destiny.

## OUR FAVORITE BOOK OF MONTH...

Tick... tick... tick... can't find enough time? It's a problem that we all share on a daily basis.

In his book entitled, "No B.S. Time Management for Entrepreneurs, The Ultimate No Holds Barred Kick Butt Take No Prisoners Guide to Time Productivity & Sanity," Dan Kennedy shows you how to maximize your time with a fresh take on the mantra that "time is money." He takes the world

of cell phones, PDAs, faxes, e-mails, and every other communication device that pervade our lives, suggesting when to tap it, and when to give it the heave-ho.

In his book, Dan reveals what he believes to be the single biggest "secret" of extraordinary personal, financial, and entrepreneurial success. Get this book right away. It's just that good!



*"Dan Kennedy shows you how to maximize your time with a fresh take on the mantra that "time is money."*

## CLIENT'S DELICIOUS RECIPE OF THE MONTH

Stephanie's Famous Egg Dish Recipe...

It took some arm twisting but we were able to get Stephanie Wiley to disclose her special and popular egg dish—a favorite in her family. As parents of triplets, this dish literally gets 6 thumbs up!

**Ingredients:** 1/2 cup melted butter, 10 eggs, 1/2 cup of flour, 1 teaspoon of baking powder, 1 8 ounce can of green chilies, 1 pint of cottage

cheese, 1 pound of jack cheese, salt to taste.

**Combine:** eggs, flour, baking powder and salt. Blend together. Add melted butter, chilies, cottage cheese, and jack cheese. Stir well, pour into glass baking dish and bake at 350 for 35-40 minutes. Enjoy!

Have a favorite family recipe? By all means, please email or fax it over and we'll share it with our hungry readers!





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**Providing Aggressive Representation  
and Legal Solutions Since 1986**

*Important  
News!*

**LIMITED LIABILITY COMPANIES— WHAT YOU NEED TO KNOW (CONT)**

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expensive forms of ownership to organize.

The main advantages of forming an LLC include

- owners of an LLC have limited liability for business debts
- for tax purposes, the allocation of profit and loss of an LLC need not be proportional to ownership interests
- with an LLC, there is no double taxation threat since the LLC is not a separate taxable entity

Because of their flexibility and relative simplicity, the LLC is well suited for both start-up

businesses and more mature businesses. The bottom line is that before doing business, it is very important to first form a business entity that protects your personal assets and your family. Depending on your unique needs, an LLC just might be the perfect choice!

**March Special!**

20% Discount for all Incorporations and LLCs during March!

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Remember- Smart business people make smart decisions. Incorporate or form your LLC today!



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