

# ***SYLVESTER LAW FIRM ONE PAGER*** (10/2009)

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## **Did You Know...?**

- ♦ I played several golf courses on the Robert Trent Jones Golf Trail during my recent vacation. The “Trail” is located in Alabama. I especially enjoyed the Ross Bridge golf course and hotel, which is just south of Birmingham. If you are a golfer, I highly recommend that you visit the “Trail” someday, especially Ross Bridge.
- ♦ The head of the Alabama pension system for teachers was looking for better ways to invest pension money within the State of Alabama. In his search, he envisioned the creation of a trail of high-end golf courses that would attract golfers from throughout the country. The Robert Trent Jones Golf Trail is the result of his vision.
- ♦ My divorce and family law practice is well underway. I have achieved very good results for my divorce clients at unusually fair rates.
- ♦ My family law practice is already helping to support my estate planning practice. Divorcing clients need new wills, trusts, powers of attorney and change of beneficiary designations.
- ♦ I am happy to report that in September I represented two clients in the purchase of real estate and two clients in the sale of real estate. Prior to these four transactions, it had been quite some time since I handled a real estate closing. I am hoping this change is a sign of a bettering local economy.
- ♦ Your clients’ families can save thousands of dollars in large estate settlement cases by working with a competent solo suburban estate lawyer, as opposed to a “downtown” Chicago law firm.
- ♦ On the reverse side of this *One Pager*, I include my *7 Costly Mistakes to Avoid When Choosing a Chicago Divorce and Family Law Attorney*, which is also posted on my family law web-site at [www.SylLawFirm.com](http://www.SylLawFirm.com).
- ♦ President Obama is proposing a \$3.5 million estate tax exemption and a top tax rate of 45%. My guess is that estate tax reform will not take place this year. I could be wrong, but I suspect that reform will take place next year, and Congress will make the new law retroactive to January 1, 2010.

## **Business Development Tid-bits**

- ♦ Consider preparing a written agenda for all meetings with prospects and clients. The written agenda shows that you are prepared and thorough. Also, it shows that you take the meetings seriously. Prospects and clients will be silently impressed.
- ♦ Make sure your office is consistently tidy. I am amazed at how disheveled some offices are. While some prospects and clients could care less how clean and organized your office is, it is a huge turnoff to those who do care. Be honest with yourself about the appearance of your office.
- ♦ Along similar lines, consider dropping the “business casual” attire and returning to a nice suit and top quality, polished dress shoes (round toe, leather sole and laced for men). Personally, I feel much more professional during the day when I “dress the part,” and I believe it makes a worthwhile difference in how prospects and clients view me.

## **Recommended Product and/or Resource**

- ♦ My law firm is going “paperless.” I have been very pleased with my firm’s new scanner, which is a Xerox DocuMate 262i. It cost about \$1,200, and it is well worth the cost. I highly recommend this product.
- ♦ My law firm recently switched from AT&T to Comcast phone service. The firm is saving over \$150 per month because of this change. I highly recommend that you consider switching to Comcast. I am also much more pleased with the service we get through Comcast as opposed to AT&T.