



PARALEGAL ASSOCIATION OF SANTA CLARA COUNTY GENERAL MEETING

TO ALL PARALEGALS, ATTORNEYS & OTHER LEGAL PROFESSIONALS:

This meeting is being sponsored by Kathryn Hisert of Referral Realty at a reduced registration fee of \$16.00 to the first 25 Members!

DATE: November 17, 2011 * Register at www.pascco.org
TIME: 6:00 PM – 8:00 PM (Dinner at 6:00PM, Presentation begins at 6:30PM)
TOPIC: **Ten Reasons Your Client Needs a Trust Now: It's not just for the wealthy! And Utilizing a Neutral Party in the Disposition of Real Property Assets**
(1.0 hour of MCLE/CLAE credit - pending)
SPEAKERS: **Cheri E. Michaelis, Esq.**
Kathryn Hisert of Referral Realty

Ten Reasons Your Client Needs a Trust Now: It's not just for the wealthy! During this presentation Ms. Michaelis will discuss how developing a trust for your client can:

- Prevent inheritance loss for the children of divorce;
- Reduce litigation time, court costs and probate fees;
- Create estate protection from frivolous lawsuits; and
- Stop creditors from attaching assets of intended beneficiaries.

Immediately following Ms. Michaelis' presentation Kathryn Hisert will discuss:

Divorce and Real Estate: Utilizing a neutral party in the disposition of real property assets. Key points of her topic will be:

- Why a neutral party is essential and the role they play
- Disposition options: Shared housing, delayed sale, negotiated buy out, immediate sale
- What to do when the real property is in financial peril
- Why the timing of real property division is critical

Cheri E. Michaelis is an attorney with 16 years of experience practicing in the Bay Area. After graduating 'cum laude' from UCLA and receiving her Juris Doctor degree from UC Hastings College of the Law, Ms. Michaelis worked at Bay Area legal accounting firms, including, Mohler, Nixon & Williams and Legacy Planning Law Group where she specialized in taxation, trust and estate law and real property. Cheri's law practice focuses on advising families, individuals, and business owners in estate planning, real property, probate, conservatorship, tax, trust, wills and business formation.

PASCCO is a California State Bar Association approved MCLE provider and CLAE credit is approved by the National Association of Legal Assistants ("NALA")

PASCCO * 1275 Franklin Street * PMB 192 * Santa Clara * CA * 95050

Cheri is a frequent lecturer on various estate planning topics for local Bay Area business groups and community organizations. She has been awarded the Wiley W. Manuel Award for her Pro-Bono Legal Services by the California Board of Governors. She volunteers for Senior Adult Legal Assistance, and as a coach of a local running group.

Ms. Michaelis has agreed to provide PASCCO members **free trust assessments**.

Kathryn Hisert brings 30+ years of multiple industry Customer Service / Sales / Marketing experience to real estate. As a designated Certified Distressed Property Expert, and the President Emeritus of the Peninsula Marketing Association, she has been a practicing Realtor in Santa Clara County for nearly 10 years. Her financial background includes being a relationship banker with Bank of America, stock broker at PaineWebber, (now UBS), and loan agent with CitiMortgage.

Ms. Kathryn Hisert of Referral Realty is sponsoring this month's General Meeting at a reduced registration fee of \$16.00 to the first 25 Members!



www.NewVintageHome.com

Desk: (408) 688-0482 Cell: (408) 230-9055
<http://www.youtube.com/watch?v=WlyQ0Gu31zs>

DRE #01465045

LOCATION: Sheraton Sunnyvale
1100 North Mathilda Ave.,
Sunnyvale, CA 94089 (408) 745-6000

COST: Student Members: \$16.00 (*\$23.00) PASCCO Members: \$16.00 (*\$25.00)
Non-Members \$35.00

RSVP: By Nov 3, 2011 (regular mail); by Nov. 14, 2011 (electronic)

*after first 25 registrations

RESERVATION SLIP – General Meeting – November 17, 2011
REGISTER ONLINE AT www.pascco.org OR MAKE YOUR CHECK
PAYABLE TO "PASCCO" AND MAIL IT WITH THIS COMPLETED FORM By **NOV. 3, 2011** TO:
PASCCO, 1275 Franklin Street PMB 192, Santa Clara, CA 95050
(Please call or text (510) 378-3766 by 11/14/11 to verify)

Name: _____ Telephone: _____ e-mail: _____
_____ \$16 Student Members _____ \$16 PASCCO Members _____ \$35 Non-Members
_____ *Request a vegetarian meal*

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