

BIER LAW BULLETIN

Be Informed. Be Prepared. Be Free.

Each month, our goal is to offer you valuable insights for maintaining an up-to-date estate plan, share some personal and firm highlights, and introduce you to one of your local experts. We also welcome your input on subjects you'd like to delve deeper into; simply respond to this email and let us know what might interest you!

[Seth and Leann Bier](#)

Things and Stuff

Recent News and Upcoming Events

THE GREATEST GIFT ISN'T WHAT YOU LEAVE BEHIND, BUT WHAT YOU LEAVE PREPARED

Without an estate plan, loved ones face tough questions and costly decisions. Don't let your legacy be paperwork and stress. Estate planning creates clarity for your loved ones when they need it most. Join our live webinar and learn how simple it is to start protecting your family today.

**Wills, Trusts, and Probate:
Everything You Need To Know**



Date: Tuesday, December 3
Time: 1:00 p.m.

[CLICK TO REGISTER](#)

Without a plan, your family
could inherit this mess.



HEARD IN THE 'HOOD

THANK YOU, neighbors!

Bier Law is honored to be voted a 2024 Nextdoor Neighborhood Fave! [Neighborhood Faves](#) is the annual awards program that recognizes local businesses loved by neighbors on Nextdoor.

Your mentions and recommendations mean the world to us. We are incredibly grateful to be part of such a wonderful and supportive community.

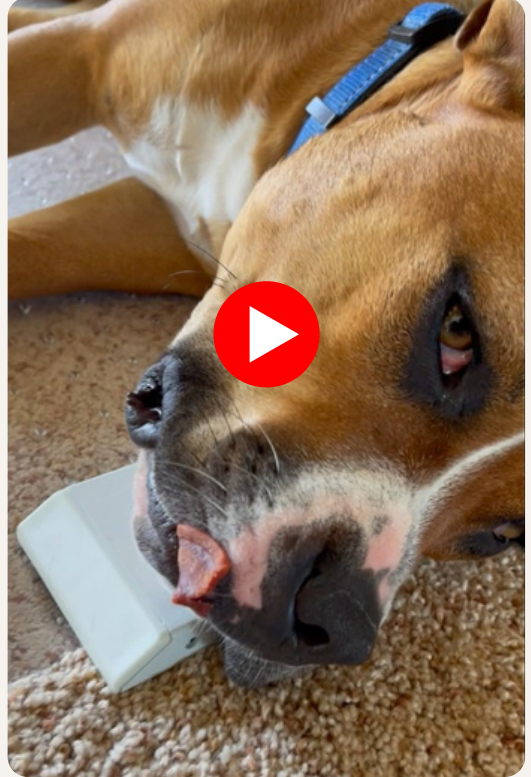
Haven't visited our Nextdoor page? [Find it here!](#)

TED TALK

*A Pawsitively Exciting Update on **FROM** CEO (Chief Excitement Officer) Teddy Bier!*

BIG NEWS! I'm wiggling with excitement to announce my new series: **Monday Motivation with Teddy Bier!** Each week, I'll share a fun moment to inspire your Monday—whether it's chasing goals, sharing joy, or just rolling with life's belly rubs. 🐾

Follow Bier Law on [Facebook](#) or [Instagram](#) and join me in making Mondays something to look forward to! From playful antics to inspiring moments, I hope to kickstart your week with a smile! Here's a glimpse of what you've missed so far. Check me out! 🐶



Asked and Answered

This month's FAQs. Click for answers!

Want to see one every Friday? Follow us on [Facebook](#) or [Instagram](#)!

Tell me about your process.
What's the first step?

ROADMAP SERIES

Ok I watched your webinar.
Now what?

ROADMAP SERIES

Let's say we hire you.
What's next?

ROADMAP SERIES

What comes after Plan
Design and Asset
Inventory?

ROADMAP SERIES

Knowledge is Power

Highlighted Articles, Blogs, & Reports

VIDEO: TRUSTS 101: TRUSTS VS WILLS

Our very own Seth Bier was asked to participate in [Coastal Funeral Center's](#) Community Partnership Series on Financial Planning, Trusts and Wills.

Thank you Coastal Funeral Center for the privilege of being part of your educational outreach to our community!

[WATCH THE VIDEO](#)



The Expert Exchange

Conversations with Local Professionals

Get to know a little more about the experts in our community.

MARCELLA MILLER

Executive Director

[Salus Homecare](#)

What do you do?

At Salus, we provide professional caregivers to aging individuals to assist them with activities of daily living (bathing, dressing, toileting, meals, medicine reminders, light housekeeping and more). We also provide medical end of life care called Hospice. We are able to assist an elderly person through the spectrum of aging with our services. As the Executive Director, I am in charge of business development and operations. I have the privilege of meeting with families in their homes and helping them find a solution to their problems.

What's the best part of your job?

I absolutely love the connections I get to make daily with new and unique people. I love helping senior adults navigate aging and their needs related to that. It blesses my heart the most when I hear that through my and my team's work, we have provided our client with "peace of mind".

What's the most common misconception people have about your industry?

There are two: 1) Most people think that hiring a caregiver means you have to have someone in your house 24 hours a day and that it costs a fortune. That's not entirely true. At Salus, we will meet the older adult where they're at in terms of need. Many people start with just a few hours a week and we can do that. 2) Many people are tempted to hire a friend or neighbor to care for them because they think it's cheaper. But most don't understand the liability and risk they are opening themselves up to by going that route. It is much cheaper in the long run to use a licensed and bonded agency following all California rules and regulations than trying to DIY. In the long run it will cost you so much more.

What would people be surprised to learn about you?

I have a degree in music therapy and have practiced as a music therapist for many years. It's what introduced me to working with seniors where I fell in love!

What's your favorite local restaurant?

We are blessed with really good food in the South Bay! But one of my favorites I keep coming back to is [The Green Temple](#) in Redondo Beach.

