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It's easy to pick a good horse at the finish—but mighty difficult at the start.

So it is with a case or statute:

Many a decision obtained from a digest, encyclopedia, text book, annotation, etc., or a statute obtained from a case, annotation or index, seems all right in the beginning, but looks like an "also ran" after it has been checked up in Shepard's Citations.

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How rich must your client be to need an estate plan?

No need to sell you on estate planning. Most lawyers have seen first-hand the unnecessary problems and conflicts which often result when an estate changes hands without a plan.

As a matter of fact, we find most lawyers agree with the emphasis we put on sound estate planning. But sometimes you may find it difficult to convince your client to take the necessary steps to put a plan in writing.

Perhaps that's where we can help. Our Trust Division has prepared a short, effective chalk talk on the practical aspects of estate management which has helped many hesitant people to see the value of an estate program, and the vital importance of a will carefully prepared by their lawyer. By demonstrating—in simple, understandable terms—the possible tax savings, the benefits to heirs or other beneficiaries, and the advantages of providing for professional management of the estate, our officers are often able to convince a person to begin work with his lawyer on an estate plan at once.

If you have a client who needs convincing, get in touch with our Trust Division and make an appointment to bring him in to hear our chalk talk soon. You might find it helpful to your own estate planning, too.