

So I'm often asked, Jeff, how did you get into estate planning and elder law? Such a focused area at a fairly young age. Well, for me, that's a pretty easy answer. I grew up in Evansburg, Pennsylvania.

Well, if you know anything about Evansburg, you know there's not a lot to do there. So family became the most important thing. All that I ever wanted to do was to be with my family and spend time with them.

I would play with my brother and my sister. I also loved sports, so I was always with my friends playing sports of all kinds. Whatever it could be, I was out there doing it. I loved it.

Well, I learned a lesson pretty early on about hard work. I delivered newspapers.

Started at the age of 14 and delivered them the whole way through high school. Didn't matter the weather, you had to deliver the newspapers. Holidays, you had to deliver the newspapers.

So from an early age, I knew hard work and family were the two things that were gonna get me through in life. Two weeks before the bar exam, we were in Somerset, Pennsylvania with my wife. And we received a phone call from my mother that she was pretty ill.

So we went out to Pittsburgh to spend time with her and she was pretty sick and had cancer and we were there with her at the hospital and she had to go through chemotherapy and we weren't really sure what was gonna happen. And so the family just got together and we said, well, what are we gonna do? Obviously, the answer was family first. We are always going to take care of our family because that's what we do.

So we made the arrangements to take care of the chemotherapy and to make sure that my mother was gonna be okay. Laying in that hospital room next to my mom, I made a promise to her. I said, mom, this was terrible. Going through this experience, not knowing what was coming, not knowing what the options are. I asked all kinds of people about what were options for care? What was a personal care home? What was a nursing home? How do you pay for it? What are the options? And nobody knew.

So I said, mom, I promise you. I will not let this happen to other people and other families. When I'm in my own practice and I'm able to do my own thing, that won't happen. Well, I passed the bar exam and I became a lawyer.

And I was working for firms and you bill hours and you take care of the firm and you do what comes in the door. To say I wasn't happy is probably an understatement. And I was considering getting out of law altogether.

And I saw my mom one weekend and my mom said to me, Jeff, what are you doing? Do what you're passionate about. Do what you care about. Don't work for another person and bill hours and do things that you have to do because they say.

Do it for yourself. Do it for the other families out there. So here I am.

I went out on my own and my entire purpose and my entire life story is about helping other families. Making sure that they don't have to go through what we did in the hospital room that day, trying to figure out options and what they can do to protect their family. With hard work and family, we can get through anything.

So that, I say, is what my purpose is and why I do estate planning and elder law. Let me be a part of your family and help you through those tough times. I look forward to meeting with you.

Thank you.