

**Subject:** The Friday game plan

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Warm-ups:

- \* Go to dinner with Dad. Don't exclude annalise if they want her to come along.
- \* Talk to him about his favorite subjects, like food and kicking out Ken.
- \* Have him sign the Unlawful Detainer papers.

POA persuasion:

- \* Generally: Play dumb, to lower his guard. Blame the public guardian on Michelle. Blame Michelle on the neighbors or perhaps on the police.
- \* Let him bring up the public guardian. Try to make him believe POA is his idea. Explain to him the difference between Hanh, the trustee versus Hanh, the successor trustee.
  - Leave open signing the POA today, but put on soft pressure for now. The hard pressure to sign POA should be over the weekend.
  - Means of selling the POA idea: (1) Bring up "revocable," but only if absolutely needed. (2) Steer him away from imposing conditions on the POA contract. (3) Let him know a copy of the signed POA will be sent promptly to the pub guardian.
- \* Hard tactics today, only if he's teetering and ready to sign: If needed, give him anxiety about the IRS looking into his business. Tell him the police are scrutinizing his home and his driving.

Miscellaneous:

- \* Get a feel for how serious he is about selling the house. Encourage him to feel that selling the HB home will permanently get rid of the public guardian.
  - Warn him against selling the home on his own. Tell him that we will hire competent tax advisors to get him the best outcome.
- \* Talk to Annalise about it being a no-no to call the police on Dad. Warm her up to the TRO, but avoid talking about the TRO if possible.