



Lightbulb MOMENTS

2015 LMASE CONFERENCE

RELATIONSHIPS ARE RISKY. If you want to do business with me and my firm then you need to be willing to take risks. (...when discussing how lawyers are typically risk averse.)



LITIGATORS CAN BE SOME OF THE BEST CROSS-SELLERS. They spend so much time with their clients and know all of their problems. They need to be tuned in to know where others in the firm can help out. (...general comment from a litigator who knows how to cross-sell her firm's other practices.)

ONLY SCHEDULE 80% OF YOUR DAY.

Leave room for the unexpected items that will pop up. Write down your goal(s) for the day and you are 80% more likely to reach it/them. (...we all know that the unexpected WILL happen so leaving room in our day for those items is a great idea.)



It is extremely important to **HAVE A CAREER PLAN.** You can use this plan to prepare for an eventual job change or to enhance your current position. (...and remember from the previous note that you are more likely to achieve your goal(s) if they are written down.)

