

# LAWYERS WITH PURPOSE

Legacy Building | Suite 202  
555 French Rd.  
New Hartford, NY 13413

## SAVE THE DATE



Practice with Purpose | [October 20 - 22, 2014](#) | Phoenix, AZ

[program.lawyerswithpurpose.com](#) | **Seating is limited**

Practice Enhancement Tri-Annual Retreat | [October 22 - 24, 2014](#) | Phoenix, AZ



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## THE WEIGHT OF THE WORLD ... OR OPPORTUNITY?

Molly L. Hall, Co-Founder, Lawyers with Purpose, LLC.

“The longer I live, the more I realize the impact of attitude on life. Attitude, to me, is more important than facts. It is more important than the past, the education, the money, than circumstances, than failure, than successes, than what other people think or say or do. It is more important than appearance, giftedness or skill. It will make or break a company... a church... a home. The remarkable thing is we have a choice everyday regarding the attitude we will embrace for that day. We cannot change our past... we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude. I am convinced that life is 10% what happens to me and 90% of how I react to it. And so it is with you... we are in charge of our Attitudes.” —

Charles R. Swindoll

After being gone from my daily yoga practice for 1 week while in Chicago at the LWP Tri-Annual Retreat I eagerly returned to my 5:45 a.m. Monday morning practice, exhausted after getting an average of 5 hours of sleep a night. As I shuffled into the studio, squawking about how tired I was our teacher began our 102 degree practice with the above quote. Needless to say, my attitude shifted. Quickly, intensely.

The entire class was about how we perceive all the “stuff” that happens to us, day in and day out. It brought me immediately back to and thinking about the 40 national law firms that shut down their practices, team in tow, for 3 solid BUSINESS days, like they do Tri-Annually, to work ON their businesses and lives.

We launch our retreats with personal shares of what has occurred in your practice since the last retreat, 4 months prior. The shares consisted of; losing team, moving offices (while losing team), personal illnesses, family illnesses, losing parents, employee embezzlement, and so on. But the absolute magnificence was there wasn't a trace of defeat or heaviness in that ballroom. Only recognition and appreciation for the opportunities that were waiting on the other side. Each and every firm truly embodied the attitude of “behind every breakdown is a breakthrough.”

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Member of the Month  
Terry Moynihan &  
Maureen Lyons  
Upcoming Events

The themes swirling through the room; we are lean and mean, were a team of interdependence versus codependency, less is more, intentional focus, short term suffering, eyes wide open. And firms were sharing they had their best quarter EVER...after going from a team of 7 to 3. Or, going on our 9th Client Services Coordinator, but that's o.k., not tolerating anything but superstar status!

The honest, vulnerable sharing about life isn't always about hugs & cookies but its what you choose to see when it feels like bread and water....for a blink of a moment. Until you can anchor yourself to what you know to be true. When they got over the tragedy of their worlds crashing down they anchored to the skills and tools they need to have a 2mm shift, and recourse. The Money Plan, job descriptions, time templates, whose doing what to reach goal, The Revenue focuser. They knew for those that were having to double up on roles, there were the Tri-Annual Retreat Focus Sessions waiting for them right outside the door on, Marketing, Client Services, What's Happening Behind the Conference Room Doors, Medicaid and VA Qualification and Application, IPugs vs. LLCs, How to Plan With IRAs, Communication Skills, Power In Partnership, Annual Client Maintenance Program, How To Have An Empowered Team, Getting Financial Advisors To Do Their Homework, Client &

"LWP is the definition of a win-win situation: don't wait, make the change that will transform your practice."

**CONNIE ASCHENBRENNER**

Financial Advisory Boards, Becoming 360 - personal development coaching day, your future focuser...and so, so much more. All right at their fingertips. Like a strategically placed safety net. And the coolest part is that every single firm that shared their weight of the worlds/opportunities over the past four months did it all on their own. They hunkered down and regrouped. I have to admit, there was a small part of me that felt irrelevant. Off they go.

What shows up in your world is solely based on your perspective of what is "happening" to you. Do you see the challenges you face as a business owner (and human) like carrying the weight of the world or endless opportunities? It may sound "hokey" but there is no mistake that you open up any periodical, social media application and/or blog and there is a universal shift around "you manifest what you think." You keep telling yourself that carrying the weight of the world "comes with the territory" you will continue to attract big monster cinder blocks of "troubles" to carry around versus "there is a lesson in this and I am grateful that I am open to discovering it. I need not only make the best of it but make the better of it. What do I need to do first?" See the difference?

**The Weight of the World...or opportunity?**

"There's always something you can refine in what you do and LWP helps you expose those to yourself."

**JENNY ROZELLE**

**THANK YOU...**



**DocuBank**

Instant Access to Vital Documents

We would like to thank DocuBank for sponsoring our Member Tri-Annual Retreat. To learn more about DocuBank you can visit their website at [www.docubank.com](http://www.docubank.com). Lawyers with Purpose attorneys will also enjoy a special discounted rate. Any of the thousands of attorneys who use DocuBank will tell you that they enjoy the peace of mind that DocuBank brings their clients as well as the peace of mind DocuBank provides for their firm is well worth the price for the service.

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[HTTP://BLOG.LAWYERSWITHPURPOSE.COM](http://blog.lawyerswithpurpose.com)



**MEMBER OF THE MONTH**

**Terry Moynihan & Maureen Lyons**

**What is the greatest success you've had since joining LWP?**

Our greatest success to date is implementation of the workshop system. The public is responding to our "7 Threats" advertising campaign and we appreciate that LWP™ has

provided high quality presentation and promotional materials. These have allowed us to get up and running with the workshops pretty quickly.

We also value the well-developed procedures for workshop set-up, presentation and follow-up. With each workshop we present, the entire process becomes more efficient and we become more confident that this system will be a key component of our growth and prosperity.

**What is your favorite LWP tool?**

Our favorite LWP tools are the Pipeline and Cash Flow Focusers.

**How has being part of LWP impacted your team and your practice?**

The biggest impact from being part of LWP came out of our attendance at the June Retreat, in Chicago. Using the tools provided, we have been able to unify our team around well-defined processes and specific goals. We now have a clearer idea of where we are going and what we need to do to achieve practice goals.

**NOTABLE EVENTS**

**Weekly**

Live ListServ  
 Every Monday-4:00 PM EDT

**Bi-Weekly**

Marketing Roundtable  
 2nd and 4th Fridays  
 12:00 Noon EDT

**Monthly**

Veterans Marketing Moments  
 3rd Wednesday-3:00 PM EDT  
 Veterans Back to Basic  
 Training  
 3rd Thursday-3:00 PM EDT  
 Veterans Roll Call  
 3rd Thursday-4:00 PM EDT

**Live Programs**

Practice With Purpose  
 October 20-22 Phoenix, AZ  
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To register for an event, visit our events page [LawyersWithPurpose.com/Events-for-Lawyers.php](http://LawyersWithPurpose.com/Events-for-Lawyers.php)

