

Positive Lawyering

How Your Outlook Can Enhance Your
Clients, Your Career and Your Health

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The Reality of Legal Practice

High pressure
profession

Adversarial
environments

Emotional
exposure

Long hours
and
responsibility

Driven
individuals



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Why Outlook Matters



Our mindset shapes how we guide clients through the most difficult days of their lives



Positive influence on our opponents



Benefits our colleagues



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The Hidden Influence of Mindset



Your outlook shapes
client experience



It affects decision
making



It influences resilience
under pressure



It becomes part of
your professional
reputation



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What is Positive Lawyering?

Solution-
focused
thinking

Constructive
communication

Emotional
intelligence

Resilience
under pressure

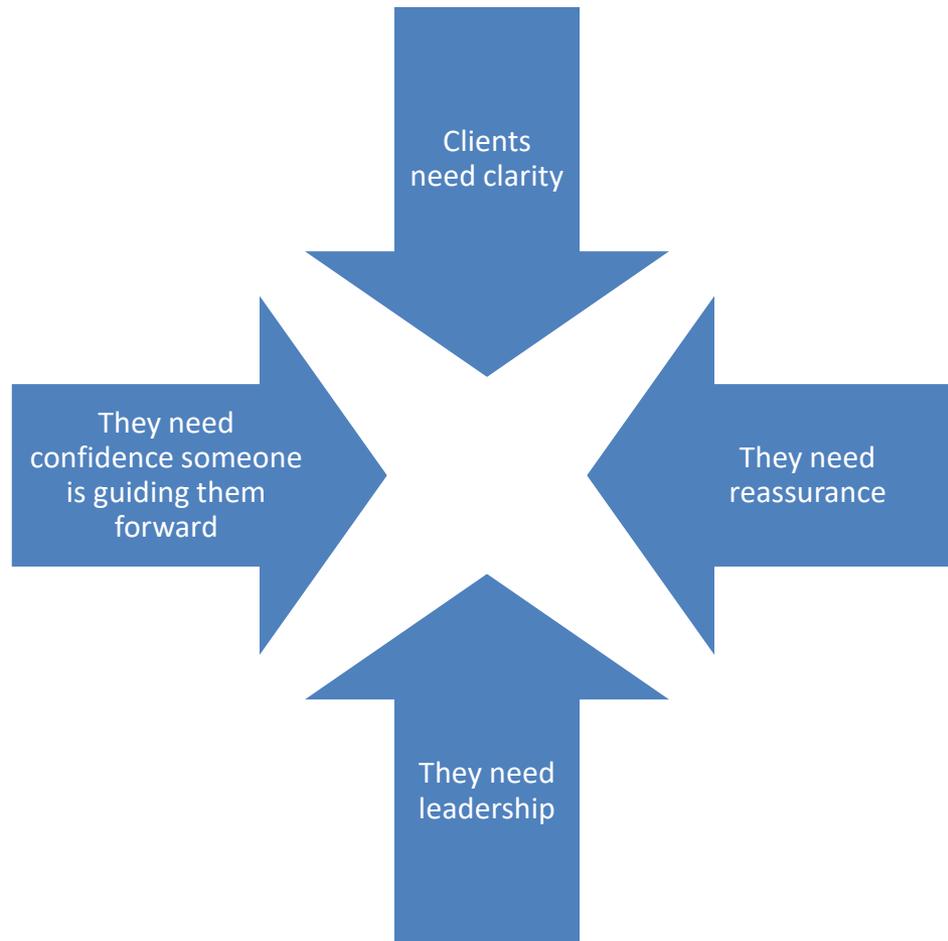
Kindness



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Why It Matters for Clients



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Language Matters

- Constructive language builds confidence and positivity
- Consider these two statements:



“We have a serious problem”



“Here are the options available to us”

- Which is likely to have the best impact?

Audience Participation



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Positive Lawyering in Practice



Focus on solutions



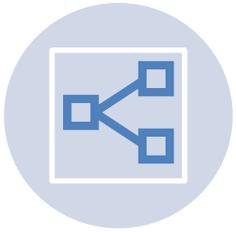
Communicate calmly



Maintain perspective



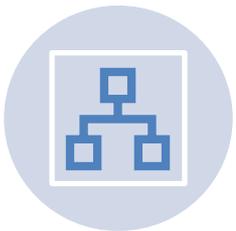
Career Benefits



Stronger professional relationships



Better collaboration with colleagues



Greater leadership influence



Opportunities follow constructive professionals



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Your Professional Reputation



Are you known as a problem magnifier?



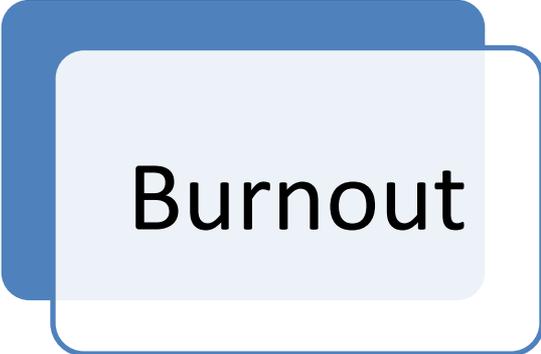
Or a solution builder?



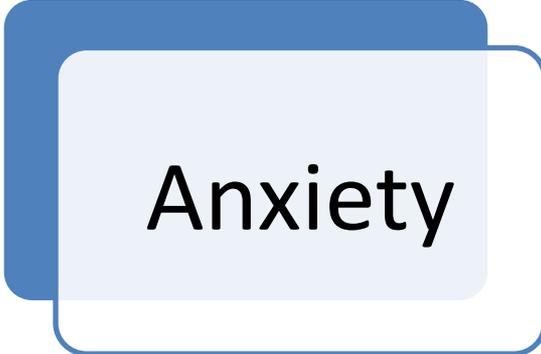
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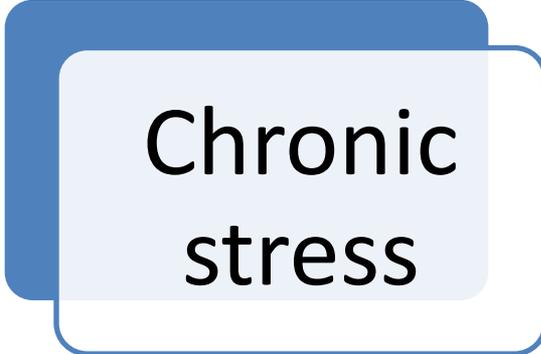
The Health Dimension

A blue folder icon with a white label containing the text "Burnout".

Burnout

A blue folder icon with a white label containing the text "Anxiety".

Anxiety

A blue folder icon with a white label containing the text "Chronic stress".

Chronic
stress



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Five Habits of Positive Lawyers

1

Reframe
problems into
options

2

Communicate
constructively

3

Support
colleagues

4

Focus on
progress, not
perfection

5

Maintain
perspective



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A Simple Question

- What is the most constructive next step?



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Practical Tools



Mindfulness
Techniques



Debriefing



Optimistic
Communication



Team Support



Setting Professional
Boundaries



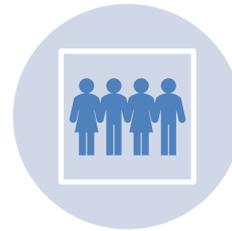
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The Bigger Picture



Better client
experience



Stronger professional
relationships



Longer, more
successful and
healthier careers



Greater satisfaction
in legal practice



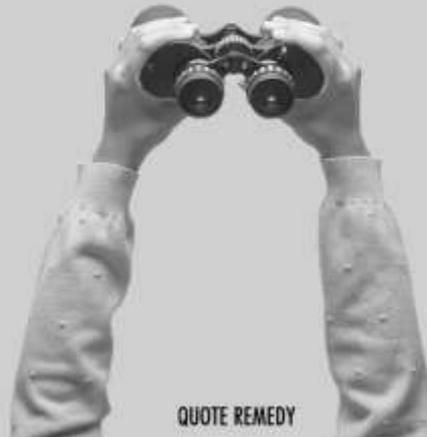
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Closing Thought

A positive thinker
sees the invisible, feels the
intangible, and achieves
the impossible.

Winston Churchill



QUOTE REMEDY



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Thank You!



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