

TABLE OF CONTENTS

ACKNOWLEDGMENTS	III
ABOUT THE AUTHORS	V
INTRODUCTION	VII
Chapter 1. Emotional Intelligence	1
I. Introduction	1
II. Emotional Intelligence EQ—What Is It and Why Lawyers Need It	2
III. Emotions	7
A. Be Aware of Your Emotions	7
B. Learn to Manage Your Emotions	10
C. Become “Stress-Hardy”	11
D. Crises Management	12
E. Dispute Pessimistic and Catastrophic Thinking	14
F. Worry	17
IV. Who Are You?	19
A. Focus on Who You Are	19
B. Know Your Strengths and Use Them	20
V. Goals	22
VI. Take Care of Yourself	24
A. Be Grounded	24
B. Time for Yourself	24
C. Gratitude	25
D. Relationships	26
E. Keep a Journal	26
F. Sleep	27
1. How Much Sleep Do You Need?	29
2. Naps . . . Really?	29
G. Exercise	30
H. We Are What We Eat	31
I. Addictive Behavior	33
VII. Happiness	37
A. The Hedonic Treadmill	37
B. Increasing Our Set Range of Happiness	38
C. Giving Back	40
D. Good Character and Your Signature Strengths	42
E. The Good Life	43
F. The Meaningful Life	44

Bibliography	46
Endnotes	48
Chapter 2. Personal Financial Management for Lawyers.....	51
I. Budgeting	52
II. Paying for School.....	57
A. Federal Education Loans	57
B. Other Sources of Funds.....	59
III. Repaying Student Loans.....	60
A. Loan Repayment Methods	61
B. Refinancing and Consolidating Loan Payments	62
C. Paying Interest While in School	63
D. Loan Forgiveness.....	64
E. Loan Repayment Options.....	65
IV. Starting Your Legal Career.....	68
A. Law Firm.....	68
B. Working for the Government	70
C. Alternative Uses of a Law Degree	70
V. Life Expenses	71
A. Credit Cards.....	71
B. Buying a Car	71
C. Getting Married.....	74
D. Buying a House.....	75
E. Credit Scores.....	78
F. Education Savings	80
VI. Insurance	82
A. Auto Insurance	82
B. Home Insurance.....	83
C. Life Insurance.....	84
D. Disability Insurance	85
E. Health Insurance	86
VII. Savings and Retirement Funds.....	89
A. Liquidity, Risk, and Time	89
B. Emergency Savings	91
C. Retirement Accounts	92
D. Managed Investments.....	95
E. Picking Individual Stocks and Bonds.....	97
VIII. Financial Independence.....	101
IX. Retirement Spending	107
Bibliography	109
Endnotes	110

Chapter 3. Success in a Changing Legal Market 113

- I. Trends in the Legal Profession..... 113
 - A. Evolution of Law Practice 116
 - B. Changing Demand for Legal Services 118
 - C. The Supply of Lawyers 124
- II. Evolving Legal Business Models..... 125
 - A. Law Firm Transformations..... 126
 - B. Increasing Small Firm and Solo Practice Capability 133
- III. Impact of Changes on Lawyers’ Lives 136
 - A. Impact on Partners..... 137
 - B. Impact on Associates 138
 - C. Impact on Small Firm Lawyers and Solo Practitioners... 139
- IV. How Individuals Achieve Long-Term Success 140
 - A. Developing Your Personal Brand 141
 - B. Making Your Vision a Reality..... 146
 - C. Maintaining Your Brand..... 159

Bibliography 162

Endnotes 165

Chapter 4. How to Survive and Thrive in the Legal Profession of the Twenty-First Century 171

- I. Law Students: Get the “Royal Honey” 171
 - A. What to Do While in Law School 172
 - B. First Jobs After Law School..... 174
 - C. Be Creative..... 181
- II. Excel as a New Lawyer..... 183
 - A. Know When It Is “Show Time” 183
 - B. Know Yourself..... 186
 - C. How to Be a Star Performer..... 188
 - 1. Initiative..... 191
 - 2. Networking..... 195
 - 3. Self-Management..... 202
 - 4. Perspective 204
 - 5. Teamwork..... 205
 - 6. Followership..... 206
 - 7. Leadership..... 209
 - 8. Organizational Savvy 211
 - 9. Show-and-Tell 215
 - D. Athletes and Lawyers: How to Be an Effective Free Agent Throughout One’s Career 217

Bibliography 222

Endnotes 226

Chapter 5. The Role of Law Schools 231

I. What Law Schools Are Doing 231

 A. Law Schools' Coverage of Economic Trends in the
 Legal Profession..... 232

 B. Law Schools' Coverage of Emotional Intelligence Skills
 for Lawyers 235

 C. Personal Financial Management Skills 238

II. Suggestions for Legal Education..... 241

 A. Ancillary Services Are Not Enough..... 241

 B. The Current Course Coverage Offered by Most Law
 Schools Is Not Enough 243

Bibliography 250

Endnotes 252

INDEX..... 255