

[For Greater Success and More Enjoyment: Create a Compelling Future](#)

By [Cordell Parvin](#) on May 6th, 2013

I love this [Oprah Winfrey](#) quote:

I've come to believe that each of us has a personal calling that's as unique as a fingerprint – and that the best way to succeed is to discover what you love and then find a way to offer it to others in the form of service, working hard, and also allowing the energy of the universe to lead you.

Take a minute. Think about 5 years from now, 10 years from now. Describe what would be your dream law practice. What kind of work are you doing? Who are your clients? I did that in 1978 at a point where I was just doing the work other lawyers handed me.

I realized that my future and happiness practicing law depended on me creating a compelling future—something that would energize me even during the most difficult times.

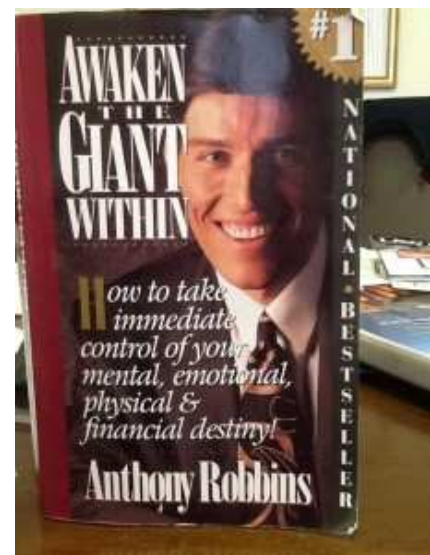
Many years ago in the early 90s I read Anthony Robbins book: [Awaken the Giant Within](#). I got many ideas from the book that I have used personally and suggest you consider reading it. Here is a photo of my copy.

If you only have time to read one chapter, read: The Magnificent Obsession—Creating a Compelling Future. In that chapter, Robbins describes many lawyers I know:

Many people (lawyers I know) in life know *what* (career and client development activities) they should do, but they *never do it*. The reason is that they're lacking the drive that only a **compelling future** can provide.

Later Robbins says:

You're not lazy! *You just have impotent goals!*



Describe your compelling future. If, it is indeed, compelling, then you will have the motivation you need to go after it.

Cordell M. Parvin built a national construction practice during his 35 years practicing law. At Jenkins & Gilchrist, Mr. Parvin was the Construction Law Practice Group Leader and was also responsible for the firm's attorney development practice. While there he taught client development and created a coaching program for junior partners. In 2005, Mr. Parvin left the firm and started Cordell Parvin LLC. He now works with lawyers and law firms on career development and planning and client development. He is the co-author of ***Say Ciao to Chow Mein: Conquering Career Burnout*** and other books for lawyers. To learn more visit his Web site, www.cordellparvin.com or contact him at cparvin@cordellparvin.com.