

Staying Positive in a Negative, Fear-Inducing Culture

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Fear and negativity are pervasive everywhere you look these days. I don't know about you, but I'm getting really tired of it. I'm tired of hearing how bad the economy is. I'm tired of hearing how the government will save us. I'm tired of hearing hyped up stories in the media that feed on fear. I'm tired of hearing about how people are helpless and how there's nothing you can do but huddle in your basement and wait out the storm.

I am on a personal crusade to promote a positive culture based on positive relationships and positive solutions. No, I'm not sticking my head in the sand, but I do believe that if you only focus on negativity and fear that's exactly what you will see and experience. There are three dangers to allowing your life and your law firm to be driven by negativity and fear:

Fear Kills Your Creativity

Fear induces stress which lowers your innate ability to solve problems

Fear Kills Your Confidence

As business owners these are times when we need to act with confidence and clarity. Fear will stifle your ability to think clearly and act decisively.

Fear Kills Your Competency

If you have ever had a manager who micromanaged your every action, you will recall that it undermined your feelings of competency. When you allow fear to be a primary motivator, you will doubt your every decision.

Here are three ways you can replace fear and negativity with focus and positivity.

Focus On Being A Positive Person

Positive people attract other positive people. When your attention is on being positive you will draw clients and referral sources to you who are also positive. Stop hanging around people whose only concern in life is to bring everyone else down to their level.

Find people who are doing great things and moving in the right direction and get to know them.

Focus On Positive Solutions For Clients

People are looking for solutions that actually work in the real world. As their attorney, you have a responsibility to provide them with positive solutions. The more effective your solutions, the more attractive you will become to prospects, clients and referral sources.

Focus On Keeping Your Staff Positive

Everyone can use a little more encouragement and positive reinforcement these days. Even though your firm may be going through a tough time economically, you can still emphasize what your staff did right and say thank you.

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