

## [Short Term Planning: Take This One Additional Step to Make Your Plan More Powerful](#)

By [Cordell Parvin](#) on February 18th, 2015

Do you by chance remember which was my most read blog in 2013? On December 31, that year I posted my [Top 10 most read](#) blog posts. Number 1 on the list was [Want a great example of a 30 days and 90 days plan?](#) [Tricia DeLeon](#) shared her 30 days and 90 days plan.

A couple of weeks ago, Tricia shared her 30 days and 50 days plan with me and gave me permission to share it with you.



Cordell, I would appreciate your thoughts on these planning actions. Your post today inspired me to finalize them! Talk to you this afternoon.

### **By March 1, 2015:**

1. Confirm 6 other members for women's networking group.
2. Start Linked In Group for networking group.
3. Set up individual lunches with 4 of the women group.
4. Revise law review article on Daubert challenges for financial experts.
5. Meet with client to have him insert portion to law review article.
6. Meet with communications director to find best place to publish article (will do on 2/9).
7. Revise firm's webpage material on financial institutions litigation (due 2/13).

8. Update PowerPoint on Avoiding Lender Liability for American Bankers Association (due 2/20).
9. Invite Leadership Dallas committee to celebration dinner after Feb. 6th class day.

**By April 1, 2015:**

1. Schedule second women's networking group and formulate substantive agenda.
2. Schedule 2 other individual lunches with network members.
3. Schedule 4 meals with existing clients.
4. Get Daubert article published.
5. Finalize financial institutions litigation materials for firm.
6. Practice ABA speech in front of colleagues.
7. Update LinkedIn page with new picture and recent speeches, articles.
8. Schedule at least 1-3 other meetings with new bank clients for lender liability talk.

What do you suppose I told her about her plan? I said it looked really good and I had one suggestion I thought would make it more powerful. I suggested that after each action item, Tricia add: "If I accomplish this action, I will..." I wanted her to caption why accomplishing the action was important for her.

**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](http://www.cordellparvin.com) or contact him at [cparvin@cordellparvin.com](mailto:cparvin@cordellparvin.com).