

[What You Can Learn from a Really Great Mentor](#)

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I have had mentors my entire career. I rarely called those who helped me mentors, but that is what they were. You should find a mentor either in your firm or in your bar. Here are some things you can learn from really good mentors:

- What clients value
- How to provide it
- How to attract new clients and referral sources
- Honest feedback on your ideas
- Persistence in the face of adversity
- Law as a business
- How to keep balance between success and personal fulfillment in your life
- What the firm expects of you
- Firm culture
- What worked for the mentor
- Mistakes the mentor made and how to avoid them
- Answers to questions you would not want to ask anyone else

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.