



## [10 Resolutions Successful People Make and Keep](#)

<http://bit.ly/oQRGxT>

by [Stephen Fairley](#)

An article at Forbes.com trending now as one of the most popular is about the 10 resolutions that successful people make and keep. Thought it was worth sharing here:

**1. Avoid what matters least.** Your time is finite, so while you are making a list of things to do in 2013, make a list of what **not** to do as well. And then simply don't do them.

**2. Do the essentials first.** How much time do you spend every day getting sidetracked by email? If we were honest, most of us would probably answer: alot. When you hit the office, take care of your most essential tasks first and then check your email.



3. **Focus on people.** If you lose sight of what matters to your clients, you will soon lose those clients.
4. **Find your purpose.** When your career is based on your purpose, you will be both more successful and happier.
5. **Support a cause.** Research has shown that people involved in furthering worthy causes are generally happier in life. Find a way to support something bigger than yourself or your practice.
6. **Give yourself more choices.** If you find yourself feeling fearful and trapped by a weak economy or lack of clients, find a way to give yourself more choices. One sure way to conquer fear is by learning. Learning how to attract and keep clients is the main focus of our [Rainmaker Retreat](#); resolve to attend one session in 2013.
7. **Find a good partner.** A good partner in business is as indispensable as one in marriage. If you don't have someone in your practice whose strengths offset your weaknesses, go find that person.
8. **Go outside.** Most attorneys like to view themselves as experts, but one problem with being an expert is that it sometimes prevents you from seeing new possibilities. Find other professionals who may be facing some of the same problems you are, and brainstorm some solutions.
9. **Complain less, change more.** Gandhi advised us to be the change we want to see in the world. Resolving to be the attorney who can solve the problems of prospects will bring new clients to your door.
10. **Take time to play.** Plan your 2013 vacations now, and let your work fill in the rest of the calendar. This gives you something to look forward to, and helps you maintain a well-rounded life.

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**FREE Rainmaker Retreat Preview DVD – Learn Before You Go!**

If you want to **learn more about the Rainmaker Retreat** and why it is a proven legal marketing system that has helped over 8,000 attorneys find more and better clients, then [click here](#) to receive a free DVD of your colleagues (and even your competitors)



describing their experiences at our 2-day law firm marketing boot camp, the Rainmaker Retreat.

Upcoming dates for the Rainmaker Retreat include:

**January 18-19, 2013 – Las Vegas, NV**

**February 15-16, 2013 – Orlando, FL**

**March 15-16, 2013 – Newport Beach, CA**

Instead of us telling you how these 2 days will transform your practice, listen to your peers describe their experiences in their own words by clicking [here](#) to order your complimentary DVD right now.



Stephen is the CEO of The Rainmaker Institute, the nation's largest law firm marketing company specializing in lead conversion for small law firms and solo practitioners. Over 9,000 attorneys nationwide have benefited from learning and implementing the proven marketing and lead conversion strategies taught by The Rainmaker Institute, LLC.

He works exclusively with attorneys and partners at small and solo law firms to find new clients fast using online and offline legal marketing strategies and to convert more prospects into paying clients using automated marketing and by fixing their follow up systems.

Stephen is a nationally recognized law firm marketing expert and the international best-selling author of 12 books and 10 audio and video training programs.

He is a Registered Corporate Coach (RCC) through the Worldwide Association of Business Coaches, has a Master's degree in Counseling and a second Master's in Clinical Psychology. Stephen's doctoral training is from Wheaton College (IL) in

Clinical Psychology and he practiced as a therapist for several years in Virginia and Chicago. After leaving the field of clinical psychology Stephen founded and ran two technology companies, one in the restaurant industry and another in the health sciences field prior to launching Today's Leadership Coaching, LLC, a Chicago-based professional business coaching and consulting firm.

The Rainmaker Institute, LLC grew directly out of his experiences first speaking to, then coaching, consulting with, and training attorneys.

Stephen's work has been noted and quoted in the American Bar Association's Journal, Entrepreneur, Inc., Fortune Small Business, Harvard Management Update, Business Advisor, the Chicago Tribune, Crain's Chicago Business, and on the front covers of AdvantEdge and Choice magazines. He is a



member of the prestigious National Speaker's Association and his Rainmaker seminars are sponsored several times every year by some of the largest state and local bar associations in the country.

On a personal note, Stephen loves to travel and has been to 33 countries. He enjoys boating, fishing and his two Bichon Frise dogs, is married to his college sweetheart, Ruth, and loves living in the desert just outside of Phoenix, Arizona.

For more information or to purchase one of Stephen's law firm marketing products click here.

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