

[Common Denominator for Success: You've Got to Have the Three P's](#)

By [Cordell Parvin](#) on October 18th, 2013

A lawyer I coached six years ago was tasked with sharing her ideas with a new group of lawyers in her firm. When asked for her greatest takeaways from the coaching program, she replied:

I learned that you've got to have the three P's.

The young lawyers looked at her with no clue what she meant by the three P's. Finally she explained:

To succeed in the coaching program and more broadly in your career, you have to have patience, persistence and perseverance., the three P's.

I recently was looking for something and saw this [Tony Robbins](#) quote that made me think of what it takes to have the three P's.

I believe life is constantly testing us for our level of commitment and life's greatest rewards is reserved for those who demonstrate a never-ending commitment to act until they achieve. This level of resolve can move mountains, but it must be constant and consistent. As simplistic as this may sound, it is still the common denominator separating those who live their dreams from those who live in regret.



I found this powerful because it describes one of the biggest differences I see between successful lawyers I coach and those less successful.

When it comes to your career success, Do you have the three P's? You will know by your level of commitment and whether it is constant and consistent.

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.