

[Thoughts and Prayers for Hurricane Sandy Victims](#)

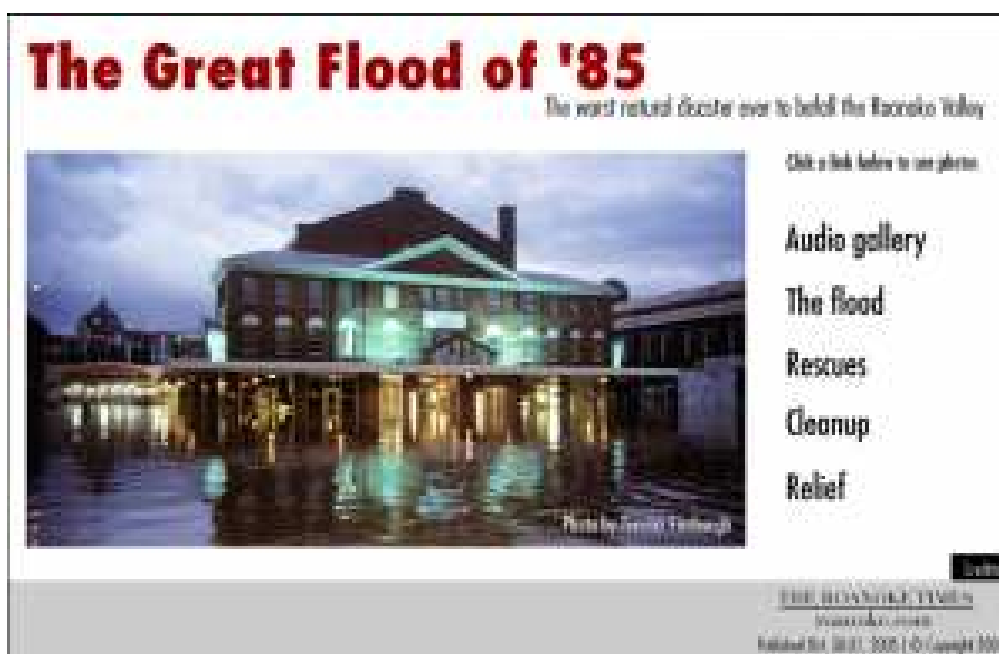
By [Cordell Parvin](#) on October 30th, 2012

Last Thursday, Ken, my driver in Philadelphia told me about hurricane Sandy heading up the east coast. It was the first I had heard about it. He said his son had bought a generator and would return it for the fifth time if he did not need to use it.

When I woke up this morning I thought about my blog for today. Then I thought about the number of readers who would not likely have power to turn on their computer to read it. I also thought that those of you not affected by the hurricane are still not focusing on client development today.

I decided to simply tell those readers that my thoughts and prayers are with you.

I have not been in the middle of a hurricane. I have raced home up the tollway while watching tornadoes pass over the Dallas-Fort Worth area, but none have done damage to our house. The only natural disaster I can remember living through was the great [Roanoke flood of 1985](#). Here is a Roanoke Times photo I found.



So, I am thinking about all of you who would love to be able to work today, but are unable to get to work or have power to work.

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.