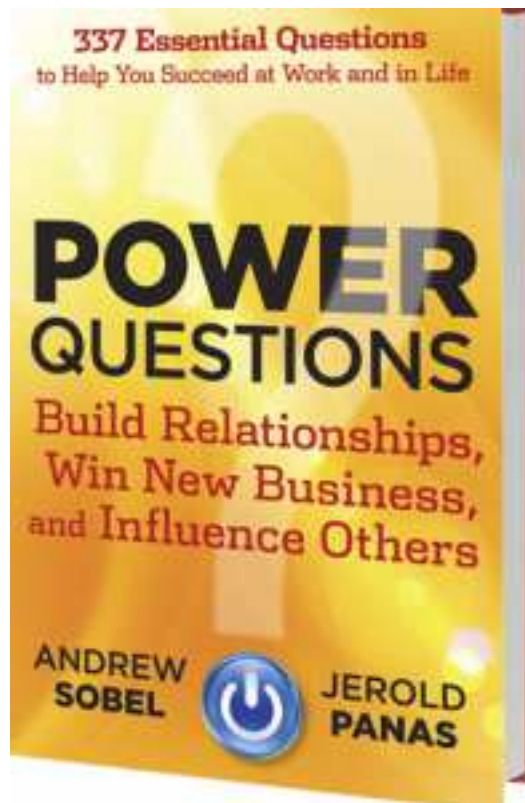


[Five Truly Awesome Questions to Ask Yourself](#)

By [Cordell Parvin](#) on April 29th, 2013

1. What is your mission?
2. Which are the most important relationships you want to invest in?
3. What are the essential priorities and goals of those closest to you?
4. What are your expectations of the people around you, and what do they expect of you?
5. What is your plan?



I found these awesome questions in a book by [Andrew Sobel](#) and [Jerold Panas](#) titled: [Power Questions: Build Relationships, Win New Business, and Influence Others](#). The authors report that great management thinker [Peter Drucker](#) used to pose these questions to his clients.

Cordell Parvin Blog

DEVELOPING THE NEXT GENERATION OF LAW FIRM RAINMAKERS

By the way: If you only have time to read one business book the rest of this year, I recommend Power Questions. If you read it I think you would find it valuable to share your takeaways and how you can implement each one with me.

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.