

## [What Happens to Lawyers Who Rely on Others to "Feed" Them Work](#)

Posted by [Cordell Parvin](#) on August 17, 2011

I recently wrote [Two Sure Ways to Not Reach Your Potential](#) and included what a young lawyer had shared with me:

Most young lawyers are still fairly apathetic and are comfortable to just get by or let others "feed" them.



[Seth Godin](#) recently posted a blog [Avoiding the pips \(and the MGs\)](#) that aptly describes what happens to lawyers who let others "feed" them. He asked what would happen if Gladys Knight had fired one of the Pips or if Booker T had fired one of the MGs. Then he said:

The problem with being a sideman is that you make it (or not) at the whim of the front man.

When I was a young lawyer I had a chance to be a "sideman" relying on two rainmakers to "feed" me. Even though, I didn't know much about developing business, I quickly figured out I was very uncomfortable relying on the front men for my success.

Are you comfortable being a sideman at the whim of the senior lawyer who is "feeding" you business? Gosh, I hope not. If not, what are you doing about it?

# Cordell Parvin Blog

DEVELOPING THE NEXT GENERATION OF LAW FIRM RAINMAKERS

**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](http://www.cordellparvin.com) or contact him at [cparvin@cordellparvin.com](mailto:cparvin@cordellparvin.com).