



Chris Earley
Truth Series Author

The Earley EDITION

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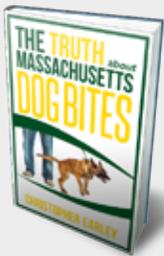
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FIVE STAR CUSTOMER RATING



If You're Not Growing You're Dying

by Chris Earley

October was a busy month. We expanded into our new office space, and I recently attended two different multiday legal conferences (one was in-person, and one was remote). These annual conferences are really important for me because they help me and teach me to sharpen the saw by improving my skills as a lawyer and entrepreneur.



The idea of sharpening the saw is one of those "aha" moments I got from Stephen Covey from his landmark classic book, "The 7 Habits of Highly Effective People." This is one of those books that I can't recommend highly enough.

In the book Covey tells the story of a man who is a woodcutter. The woodcutter works very hard, but the more he cuts the wood, the duller his blade becomes. He has to therefore work harder and harder to do the work that used to be much easier. By not sharpening the blade and taking proper care of it, he has neglected this most vital tool of his.

Covey stressed the need to "sharpen" the following four areas of your life: the physical, social/emotional, mental, and spiritual. These are key areas that must be tended to for overall self-care. When neglected, they, like the

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saw, dull over time and become weakened. They become less effective. But when properly tended to, these areas stay sharp and bring rewards such as clarity of mind, and an overall sense of wellness. It comes down ultimately to self-care, and the need to always work to improve yourself.

I find that sharpening the saw is a continual process that never ends, and never is easy. But there is no question it is worth it. What can you do more of, or less of, to keep your blade sharp? I challenge you to really think about this. ■

- Chris Earley

5 Must-Have Negotiation Tips

by Chris Earley

Negotiation is a large part of what I do for a living. I am sure you negotiate quite a bit yourself, sometimes perhaps without even knowing it. Whether you are negotiating the sale of a car, or a buying a house, knowing some basic negotiation rules can help you tremendously.



Here are some cardinal rules for me when it comes to negotiating that you may find useful:

- 1 Be prepared.** Never enter into a negotiation uninformed. Do your homework.
- 2 Be courteous.** Always show respect during any negotiation, no matter what the other side may say or do.
- 3 Listen carefully.** Let the other side do most of the talking so you can really understand their position, and how to best respond to it.
- 4 Never come down without a counter offer.** Bidding against yourself is a sure-fire way to lose any negotiation.
- 5 Be ready to walk away if necessary if the deal can't get done.** That shows the other side you are not desperate to get the deal done and gives you credibility.

Whether you are negotiating the sale of a car, or a buying a house, knowing some basic negotiation rules can help you tremendously.

They say the best outcome of any negotiation is when both sides walk away unhappy. Try these tips the next time you negotiate something, and let me know how you make out! ■

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EARLEY FAMILY NEWS



Soccer season is in full swing. Ollie and Alice are having great seasons, and I am blessed to be coaching Alice's team, the Rainbow Dragons!

WHAT'S NEW AT THE OFFICE



Congratulations to Miriam B., Susan E., Marie T., Spencer P., and Julianna H. for winning a \$50.00 Amazon gift card in our recent giveaway. Way to go, guys!

We are so excited to be moving into our second office and while there is so much work still to be done, we are so pumped to have more space in order to serve our clients' needs.



Care to Share?

If you have recently had a big life-changing experience (birth of a child or grandchild, marriage, wedding anniversary, engagement, graduation, new job or promotion, etc.) email me at cearley@chrisearley.com because we want to celebrate you in the next *The Earley Edition*. Don't be shy! ■

What Others are Saying

about the Law Office of Christopher Earley



"Chris educated me on what to expect, what the outcome could be, and he achieved it."

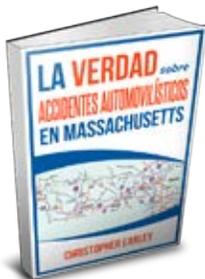
"Highly satisfied with my experience. Chris was a very caring professional and also informative. He was thorough with his work and made sure I understood every step along the way. Chris would educate me on what to expect, what the outcome could be, and he achieved it. I highly recommend Christopher Earley as a personal injury and workers' compensation lawyer!"

Molly B.

"He was diligent and caring in his response to my questions and very consoling with my daughter and taking her injuries seriously."

"After my daughter was bit by a dog I researched lawyers to call for help. The reviews of Chris were spot on. He was diligent and caring in his response to my questions and very consoling with my daughter and taking her injuries seriously. He is a great person to have in your corner and I highly recommend him because of his professional manner and smarts. Chris is definitely a great lawyer and person."

Mike N.



PARA NUESTROS CLIENTES DE HABLA HISPANA

Tenemos un historial comprobado de éxito en asegurar millones de dólares en acuerdos para personas lesionadas en accidentes automovilísticos, accidentes de lesiones personales, compensación por accidentes laborales, resbalones y caídas, accidentes de mordeduras de perros, accidentes de bicicletas, accidentes peatonales, accidentes de motocicletas, y cualquier otro tipo de casos de lesiones personales en Massachusetts.

Asegúrese de solicitar nuestro libro gratuito sobre accidentes automovilísticos en Massachusetts. La ley solo le otorga un tiempo limitado, por lo que se debe actuar rápidamente para proteger sus derechos. Nuestro número de teléfono es 617 338 7400, o envíenos un correo electrónico a cearley@chrisearley.com.

REMINDER ABOUT OUR FIRM'S COMMUNICATION POLICY

Our promise to you is that while we are working on your case, we don't take inbound phone calls. Chris Earley takes no inbound unscheduled phone calls whatsoever. It makes him much more productive and helps get your case resolved faster. You can always call the office at 617-338-7400 to schedule a phone appointment, usually within 24-48 hours. This is a lot better than the endless game of "phone tag" played by most businesses today.



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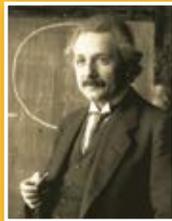
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Thank You For Your Referrals!

This month, we'd like to thank Juan Z., Troy W., Doreen B., Everett S., Janeth M., Lisa D., Jose P., Sacha M., Vanessa C., Nick O., and Donna M. for believing we are the right firm to help their friends and family. Your continued support gives us the ability to reach more individuals and make a positive difference in their lives. If we can help anyone you know that needs our services, please send them our way!

Quote of the Month

"If you can't explain it simply, you don't understand it well enough." – Albert Einstein



Rory Earley

RORY'S RECIPES:

Kid-Friendly Charcuterie!

It's November, so there's lots of football games and play dates happening! I love a cheese board

of any kind and if I'm entertaining with my kids, I love doing a twist on the elevated idea of a charcuterie board! Cheese, crackers, veggies and dip with a side of goldfish and gummy worms to win the hearts of the under 10 set, while giving them the energy to run around the backyard for 7 hours while the adults enjoy the good stuff.



Enjoy!

INGREDIENTS:

Just do you, but keep it fun!