

# The Earley Examiner

## *A Letter from Chris Earley*

**June 2022**

“Networking that matters is helping people achieve their goals.”  
- Seth Godin

Networking with other attorneys is a crucial element of professional growth. Because we can only get so far on our own, we need to develop and nurture quality relationships if we want our practices and our professional development to advance. I liken networking to planting seeds, and waiting for the harvest, and then tending to the harvest so it thrives with abundance. I will admit that I have not always been very good at networking. In fact, I have been abysmal at it. But through desire and action, I changed this about myself and began to focus on expanding my circle. Here are some things I have learned along my journey when it comes to networking with other attorneys:

**Mindset.** Before any networking can be done effectively, your mindset must be in the right place. A fantastic book on this topic is *Never Eat Alone* by Keith Ferrazzi. The right mindset when it comes to networking is seeking to provide value to others. Givers gain, and networking doors open wide when you demonstrate you are genuinely interested in helping someone. If you make networking about the other person, and not just you and what you wish to gain, new and productive networking opportunities are created.

**Be intentional.** This year one of my BHAGs (big hairy audacious goal) is to have coffee with 50 attorneys I have never met before. That is roughly 1 new attorney I want to meet each week this year (no easy feat in the pandemic). But this is a very doable goal. My intention is to create new relationships with these attorneys that can ideally result in long-term benefit for both sides. I seek attorneys outside of my practice area - personal injury - and who already have established practices, and are centers of influence within their given network. This way, I am creating a potential relationship not only with the attorney I am meeting, but also creating a potential relationship with those within that attorney's circle as well. I track outreach efforts on a spreadsheet so that the goal of meeting 50 attorneys is organized and methodical, as opposed to disorganized and random. That

which gets measured gets done. Bonus tip: Connect two attorneys who don't know each other that are already in your network. I love doing this.

Follow-up. Once you have established some sort of a relationship, make sure you stay in touch, or else the relationship will fizzle. Right after meeting or talking with an attorney for the first time I send out a handwritten card. Then I make sure to put attorneys I network with on both my weekly email blast, as well as our monthly printed newsletter. Connecting through LinkedIn is another way of staying in touch with one another.

Give it time. To me, networking is a long-game that requires patience. It is an ongoing effort to meet others, and it can be flat-out discouraging at times. Set aside time each week to devote to expanding your networking circle. If you put in the time, do the work, and make it not just about you, then your networking garden will flourish.

If you want to grab coffee sometime and have a conversation, I would love to. Just email me at [cearley@chrisearley.com](mailto:cearley@chrisearley.com) and we can get something scheduled.

### **Did You Know?**

The youngest person to ever graduate law school was just 16 years old. That distinction belongs to Stephen A. Baccus.

### **Thank You For Your Referrals!**

Referrals are the lifeblood of my practice. Your trust in us to handle your referral is incredibly appreciated not only by myself, but by my entire team. I want to say thank you so very much for your referrals.

### **Check Out My Most Recent ABA Article Attached**

Check out the attached article I wrote for my monthly ABA column. The topic I choose this month is the need to nurture professional relationships, *after* the initial networking has happened.

### **Quote of the Month**

“It's hard to beat a person who never gives up.” – Babe Ruth