

# The Earley Examiner

*A Letter from Massachusetts Personal Injury Attorney Chris Earley*

**October 2023**



“If everyone is moving forward together then success takes care of itself.” – Henry Ford

**I am a big believer in the power of small daily tweaks and adjustments to improve my practice.** Small hinges can open big doors. The challenge for me is always finding and identifying those hinges. But once that happens, good things usually follow. The morning huddle is something I have discovered to be a powerful and yet really simple method of improving my practice. While it brings numerous benefits, it’s principal benefit for me is that it creates and maintains daily alignment in my firm.

I found that as we added new team members, it was getting hard to maintain alignment. The left hand didn’t know what the right hand was doing. I quickly learned that was not exactly a recipe for success. I read about the morning huddle and decided to give it a shot. It was one of the best decisions I have ever made in running my practice.

The morning huddle is a quick, stand-up meeting held each and every morning at a dedicated time where team member comes ready to discuss three specific things: 1. Biggest success yesterday, 2. Biggest challenge yesterday and 3. Goal for today. That is the entire meeting. Short and sweet and to the point. It is important that each team member always brings these three talking points so that the huddle will accomplish its ultimate objective of keeping everyone accountable for 1) rowing in the same direction each day, and 2) getting done the things we say we are going to get done.

Here are some things to keep in mind to make the huddle as effective as possible:

1. Keep it brief. No longer than 7-10 minutes.
2. Be consistent about it. We do ours each day at exactly 9:30 am.
3. If you have numerous departments, each department should have its own internal huddle each day.

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## **Thank You for Your Personal Injury Referrals!**

Your trust in us to handle your wrongful death, car accident, slip and fall, and workers' compensation referrals is incredibly appreciated. Anyone you refer to us receives our signature 5-star client service called *The Earley Experience* which has led to nearly 600 Google reviews.

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## **Private 1-1 Attorney Coaching**

I'm now offering 1-1 coaching to a select number of growth-minded attorneys. If you're interested in learning more about taking your practice to the next level, email me at [cearley@earleylawgroup.com](mailto:cearley@earleylawgroup.com) for more details.

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## **Sign-up for The Need-To-Know Practice Tip of the Week**

If you are not already receiving each week in your inbox my Need-To-Know Practice Tip, then you are missing out. Simply scan this QR code to start receiving this weekly email.



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## **Let's Connect**

Let's grab coffee or jump on a Zoom so we can chat about practicing law, marketing, managing and scaling a practice, hiring/firing, referrals, etc. Call my cell at 617 956 2501 or email me at [cearley@earleylawgroup.com](mailto:cearley@earleylawgroup.com) so we can talk and help one another!

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

This month's topic is about why you should never negotiate your fees with potential clients.

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