

## [May I Offer a Different Perspective?](#)

By [Cordell Parvin](#) on May 16th, 2013

That is a hard question to ask clients who always have an opinion on how things should be done, and a hard question to ask your more senior colleague who is working on project with you. They will typically say yes, but watch their body language. Unless you are a great team, they will be defensive about their idea.

I thought of this recently. I know two lawyers that for this blog I will call "[Yin](#)" and "[Yang](#)." (Check the active link to understand why I chose those names.)

Yin is a young, top notch equity partner I coached two years ago when he was an income partner. Yang is a young, income partner. I am coaching her now. They are working on an extremely complex project for a very demanding client who expects things to be turned around immediately, over night and over weekends. They are a great team for this project.



Why are they a great team? Here are my thoughts:

- Having worked with both of them, I know they are both highly motivated and driven to do the best work possible.
- Like Yin and Yang, they have different strengths that compliment each other.
- Their focus is on helping the client succeed with the project.
- They are both working really hard, but also finding ways to relax and recharge their batteries.
- They are not trying to hog credit for ideas.
- Most importantly, during their work on the challenging project they have developed a lot of respect for each other and are open to hearing each other's ideas without becoming defensive about their ideas.

# Cordell Parvin Blog

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I know from experience it is not easy building a great team. It is not easy to be a senior lawyer and realize the younger lawyer working for you has a better idea. In my own practice, as soon as I was able to overcome needing to be “always right,” the quality of work of the team I built around me increased dramatically.

**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).