

[What is Your One Thing?](#)

By [Cordell Parvin](#) on September 12th, 2013

I recently read: [The One Thing](#) by [Gary Keller](#) and [Jay Papasan](#). I found some very helpful things in the book that I have shared with lawyers I coach. In the book there is a reference to this scene from [City Slickers](#), where Curly tells Mitch the secret of life.

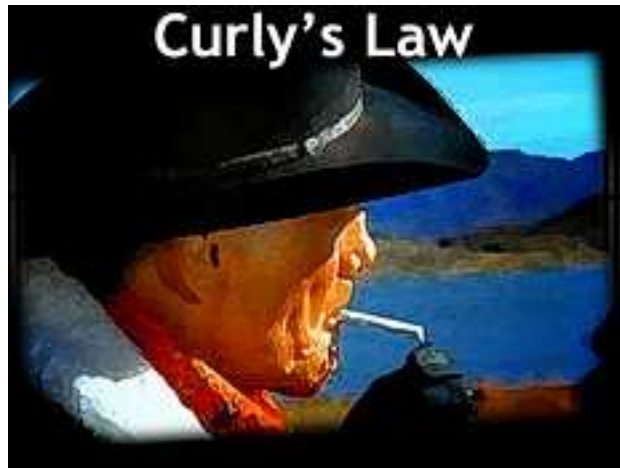
[Finding your one thing](#)



How can you use this? Look ahead five years and think about your ideal place in your career and life. Visualize what it looks like. Then ask yourself:

1. What is the one most important thing I want to do this year to achieve my definition of success five years from now?
2. What is the one most important thing I want to do this quarter (90 days) to get me where I want to be at the end of this year?
3. What is the one most important thing I want to do this month to get me where I want to be at the end of this quarter?

4. What is the one most important thing I want to do this week to get me where I want to be at the end of this month?
5. What is the one most important thing I want to do today to get me where I want to be at the end of this week?



Curly was right both in suggesting the one thing is the secret of life and also telling Mitch it was up to him to figure out the one thing.

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 or contact him at cparvin@cordellparvin.com.