DEVELOPING THE NEXT GENERATION OF LAW FIRM RAINMAKERS

5 Days to Make Your Blog More Valuable: Day 1

By Cordell Parvin on September 30th, 2013

A lawyer I coach said to me that his firm should hire me to write the firm's 9 blogs. I replied that lawyers practicing in the specific areas of the 9 blogs should write them. But, I thought I might be able to help by editing some of them. This week I want to offer my thoughts on how you and your firm can blog more effectively.

For this 5 day series, I will not discuss the design, layout or the technology. I leave all of those things to the <u>LexBlog</u> experts and I recommend you leave it to LexBlog also.



For Day 1, let's focus on finding an appropriate topic to blog on. Some topics are time sensitive. Those include:

- A new case
- New legislation
- A new regulation
- Industry business news
- Something that you see that will potentially impact your clients

Other topics are not time sensitive. I will give you some examples for the construction industry:

- Contract Disputes
- Alternative Disputes Resolution

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- Project Documentation
- Scheduling Issues
- Quantification of Additional Costs
- Differing Site Conditions
- Claims for Delay

What are the topics that are not time sensitive that your readers and potential clients would find most valuable?

Cordell M. Parvin built a national construction practice during his 35 years practicing law. At Jenkens & 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.