

## There's a Book for That

By [Cordell Parvin](#) on September 27th, 2013

Seth Godin once said:

It's not an accident that successful people read more books.

I thought of that quote when we had a group coaching session with a group of Montreal lawyers in late August on: [Making the Sale, without Coming Across Like a Salesman](#). (Click to see slides). In my presentation materials I referred to several books that I have read. Each time I would say:

There's a book for that.

Afterwards in a one-on-one coaching session, one of the lawyers in the group suggested I write a blog with my recommended reading on various topics.

My goal when coaching lawyers is to help them find the right book and not waste their time. So, if you tell me the business topic, I will tell you the book. Here are some to get you started. If you don't have time to read or listen to the book, then you are likely to find a presentation by the author on Youtube:



1. Both Client Development and Mentoring/Supervising: “[Give and Take](#)” by [Adam Grant](#) (We just finished several groups of lawyers reading this book and sharing ideas from each chapter with each other).
2. Becoming More Successful-Short reads: [Nine Things Successful People Do Differently](#)“ by [Heidi Grant Halverson](#) and “[Power Up Your Life: 10 Pages that Can Change Your Life](#)” by [Jill Ammon-Wexler](#)
3. Changing your thinking: [Linchpin: Are You Indispensable?](#) by [Seth Godin](#).
4. Time Management and Getting Organized: “[First Things First](#)” by [Stephen Covey](#), [Roger Merrill](#) & [Rebecca Merrill](#) “[Getting Things Done](#)” by [David Allen](#)
5. Motivation: “[Drive](#)” by [Daniel H. Pink](#)
6. How you want to live: “[How Will You Measure Your Life?](#)” by [Clayton M. Christensen](#) (We are just starting groups of lawyers reading this book and sharing ideas from each chapter with each other. If you want to participate let me know).
7. Questions to help you with client development: “[Power Questions](#)” by [Andrew Sobel](#) & [Jerold Panas](#) and “[Spin Selling](#)” by [Neil Rackham](#)
8. Leadership: “[The Leadership Challenge](#)” by [James M. Kouzes](#) and [Barry Z. Posner](#)

That should be enough to get you started.If you want to share with me a topic or topics you want to learn more about, I will share with you the book or books I have read on that subject. You may also find a book on my [Recommended Reading 2013](#).

One final point:

Never just read a business book. Read it with the idea of implementing what you are reading. As a young lawyer I underlined and turned over pages. Later I highlighted and turned over pages. Now, I highlight on the Kindle app on my iPad.

# Cordell Parvin Blog

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**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).