

Winners Are Goal Setters...

Posted by Robin Hensley on June 7, 2011

Frank Michael D'Amore, founder of Attorney Career Catalysts at www.attycareers.com, posted a great article at law.com on [The Attributes of Winning Lawyers](#). I couldn't agree more with his take on success, especially what he says about goal setting.

"Goals determine what you're going to be", D'Amore's article quotes the great Julius Irving. While the article credits goal setting as a primary success factor, I know from experience that goal setting extends beyond building a successful law career. It is especially important when it comes to making rain. Written goals are at the heart of every successful business development plan. You might be surprised at how many lawyers would argue that written goals have little or no impact on those results. That is, before they try it.

Until next time,

Robin