

[Do You Have Any NEW Cheap Moves?](#)

By [Cordell Parvin](#) on March 11th, 2013

I have friends who can recite lines from Bill Murray movies like [Stripes](#), [Ghostbusters](#) and [Meat Balls](#). I had to laugh about a memorable line that came up recently.

Last Thursday I met with a [Spencer Fane](#) law firm group I am coaching for dinner, the night before I had a one-on-one coaching session with [Dave Kight](#). During the dinner, Dave said:

I can't wait to tell you some new things my labor and employment group is doing.

Then he reflected and remembered a line from Ghostbusters:



Dana: Okay, but after dinner, don't put any of those old cheap moves on me. It's different now.

Peter Venkman: Oh, no! I have all NEW cheap moves.

We laughed about Dave's "NEW cheap moves." When I met with Dave the next day I enjoyed learning about some of the new things he and his practice group are doing. I have asked him to do a guest post that I will publish tomorrow. For now here is a guide that the firm's clients have found valuable:

[Multi-State Survey on Social Media Laws](#)

Cordell Parvin Blog

DEVELOPING THE NEXT GENERATION OF LAW FIRM RAINMAKERS

Come back tomorrow to learn more about what Dave and his group are doing. In the meantime, I ask: Do you and your team have any NEW cheap moves that your clients would value?

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.