

Introduction: Welcome to the Enchanting Lawyer Podcast. The show that walks you step by step to improving strategies you can use today to grow your business. We show you how being kind, useful and, of course, enchanting will bring you more clients and build a thriving community.

Now, here's your host from sunny San Diego, Jacob Sapochnick.

Jacob: Hello everybody, this is Jacob Sapochnick with the Enchanting Lawyer podcast, the show where we interview the most inspiring entrepreneurs, professionals from all over the world that share the stories with us and inspire us to be better at what we do.

Today we have an exciting attorney, her name is Jeena Cho. She is a San Francisco bankruptcy lawyer. Along with her husband and law partner, she spends her days fixing clients debt problems. She's also a big advocate of mindfulness.

For those not acquainted with the term, think of it like a training tool for your mind. You can train your brain to reduce stress, anxiety, increase productivity and happiness. You can learn more about her law practice at jclawgroup.com and at theanxiouslawyer.com and she has an upcoming ABA book that you can also find on the website.

Jeena, I'm very happy that you are here. Welcome to the show.

Jeena: Thank you, Jacob.

Jacob: How are you today?

Jeena: I am doing well. How about you?

Jacob: I'm actually doing even better now that I'm talking to you because like I told you when we started the show, I started doing a bit of meditation myself in the morning the past few months. I feel that it's definitely been helping me get through the day, more focused, more energetic. So thank you for your inspiration for that.

Jeena: Oh, thank you. That's great to hear and welcome to the club. All the cool kids are doing it now. (Laughs)

Jacob: I'm cool now too.

I gave a little brief intro about you and your practice but why don't you tell our listeners a bit more about yourself and [unclear 00:02:05] you are now.

Jeena: Sure.

So I do bankruptcy law which means that I work with individuals and small businesses that have overwhelming debt. And I've been doing bankruptcy laws since 2008, 2009 and I practice with my lovely husband which is a real joy.

Prior to that, I worked at the District Attorney in Tampa, Florida. So I went from graduating law school in Buffalo, New York. I got tired of the snow. So I moved to a sunny place in Tampa and I did that for a long time.

I just very quickly realize that that wasn't my calling even though I grew up watching Law & Order. I was an immigrant so I always thought, "Oh, if I can just become one of those prosecutors, I'll be able to set all the wrongs in the world and always get the bad guys." And, of course, I'll be able to do it within a 60-minute segment, right? (Laughs) I very quickly realized that reality was anything but that.

So I really wanted to do something where I felt like I am working with people that I can relate to and that's what I get to do in my work. I think many of us are really just, you know, maybe two or three paychecks or an accident or some tragic event away from needing the help of a bankruptcy attorney. I really relate to my clients and their stories.

Jacob: Right. It's a very kind of humane practice area. But now you move to the Bay Area.

Jeena: Yes, I live in the Bay Area. Yeah.

Jacob: Very good. How did you get into the practice of mindfulness? Why don't you share with our listeners what it is exactly.

Jeena: Sure. So to be mindful means to be in the present moment without judgment or preference. So I'll give you a perfect example.

Let's think about a typical morning, right? As soon as you open your eyes, what typically happens for you? Well, maybe you are not the best example because now you've been practicing mindfulness. But thinking back to before you started practicing mindfulness, what would go through your mind as soon as you opened your eyes first thing in the morning?

Jacob: Well, typically you think of, oh God, you're going to have all these things to do. This client is calling. You immediately think of the bad things that you have to take care of in the day. That's what it is for me.

Jeena: Yeah. Exactly, right? Or something maybe that happened yesterday. "Oh, I can't believe that judge ruled against me. That was so not right. He got the law wrong."

So when we're doing that, we're not being in the present moment. We're either in the future which we have no control over or we're in the past which we can't, of course, go back and fix. So, to be in the present moment with me and just waking up in the morning, opening your eyes and noticing what's happening. It's like, "Wow! I get another day. What a beautiful day." Noticing the weather.

Maybe your spouse does still sleeping next to you or your kids that crawled into bed with you or just being present to whatever is happening in that moment without having our minds be somewhere else. Because we only end up losing out in our life by not being in the present moment but rather having our mind constantly going and just sort of ruminating over things that disengage us from what is happening right then and there.

Jacob: Right. This is something that is -- people can learn it.

Jeena: Yeah.

Jacob: You become better at this, right?

Jeena: Absolutely. Yes. That's the most amazing things.

There are literally thousands of studies that show that you can actually train your brain and increase the function of your prefrontal cortex. So that's the part that's right behind your forehead and it's the part of your brain that's responsible for executive decision-making. It's a part of your brain that you want to be in charge in the driver seat and they've done lots of studies that you can actually increase the function of this part of your brain by meditation and practicing mindfulness and actually shrinking your amygdala which is a part of your brain that's responsible for the fight or flight response.

And a lot of us are constantly in the sort of state of fight or flight response, right? You get a call from your opposing counsel. You see that caller ID number come up and you're just like, "Ah, that jerk. He's calling me again." You just kind of get yourself all riled up. It's that cave man or cave woman brain kicking into action. But instead of a saber-toothed tiger attacking us it's our opposing counsel. That response of fight or flight, your heart's beating faster, you start noticing [unclear 00:07:35] your body, you're literally getting ready to run or fight is very helpful if a saber-toothed tiger is attacking you. But not so helpful that it's your opposing counsel on the phone.

Jacob: Right. This is some of the tools that we can use to cope with this.

Jeena: Yes, absolutely. Yeah.

Jacob: Jeena, before we continue with our interview, I just want you to share an inspirational quote with our listeners because I feel that everybody has -- I

personally like quotes. I feel that everybody has a reason for why they like a certain thing. So I'll be curious to hear yours.

Jeena: Sure.

So one of my favorite is by Maya Angelou and it's "If you must look back, do so forgivingly. If you must look forward, do so prayerfully. However, the wisest thing you can do is be present in the present gratefully."

Jacob: Wow! This is a great quote. I think it really resonates with what you teach and what you practice because we always hold grudges, we always kind of look back and try to analyze things that happened.

Jeena: Yeah.

Jacob: If you find a way to kind of let go -- I still do it sometimes but I try not to but it's kind of a human nature to do this, right? Do you practice this?

Jeena: I do. Yeah. I absolutely do.

Honestly, letting go of the past is not something you can will yourself to do, right? I mean if we could only just tell our brain, "Let go of the past," then it would magically happen. We would all do it. That's really the beauty of practicing meditation and mindfulness is that we are giving ourselves specific tools so that we can let go of the past and we can sort of become aware of what our mind is doing.

So I think that's the very sort of a nuance distinction but when we practice mindfulness and meditation, it's not that we are forcing ourselves to let go of the past or to stop thinking about the future but rather we can notice all these thoughts kind of flip by, right? It almost as though there are clouds in the sky but we're not engaging with the content of it, right?

So you can just have a thought that says, "Oh, the opposing counsel, he did X, Y, and Z," but it's sort of the emotional content behind it, right? It's like you actually engaging with that thought that causes us to get angry or frustrated.

So if you can just recognize the thought as just being a thought and says, "Oh, that's my mind doing its thing. It's doing that thinking thing again," and just let it go, that's really the key. So it's not really about forcing your brain to stop thinking because that's never going to happen and we wouldn't want that to happen. But rather letting go of the emotional content behind the thought. Does that make sense?

Jacob: Right. I think this is something that must be practiced because most people, they naturally will want to go back and analyze this and say, "Well, I could have done

it differently, I shouldn't have said that." Once you learn how to let go then that's it. You continue to say, "I cannot go back in time" which is hard for us to understand, I think, as humans.

Jeena: Right. Right. It is definitely human nature. And also part of mindfulness is to accept that we are only humans, right? We are going to make mistakes. We're going to do things that we regret and really having compassion for ourselves and others, we're also being imperfect human beings.

Jacob: That's true.

Jeena, can you remember your life before you started practicing mindfulness? Maybe share with us a story or an incident that kind of happened to you that maybe you realize that, "Listen, I need to do something different and getting to this new state of thinking."

Jeena: Yes, definitely.

When I first started practicing mindfulness, I remember my teacher saying that people come to mindfulness because they are suffering. I was certainly no exception. So I have this thriving bankruptcy practice but I wasn't fully happy. And my body was also telling me that something wasn't right. I would always get back aches and headaches and I'd have insomnias. When I talk to other lawyers about this, they all kind of nod in agreement and I think -- and it's our body's way of saying, "Hey, I'm under a lot of stress. Something isn't working."

And then bankruptcy. I would just hear all these really sad stories of people ending up in dire financial situations because of death, or illness, or divorces, or, you know, just really tragic things like losing jobs. I would just carry all of my client's suffering with me all the time. At the end of the consultation, I would continue to think about the client, I'd lose sleep over it, I'd wake up in the middle of the night thinking about the client and the possibility of this couple with three young children losing their home and I'd wake up thinking about it. I was just constantly sort of walking around with all the suffering of my clients.

I was engaged to now my husband and we were planning our wedding and I think -- Planning the wedding was just like the one thing, like that extra thing that I just could not handle in my life because I started losing hair. Not just a little bit of hair, I was losing clumps of hair.

So, here I am, planning my wedding and I was about to become a bald bride. I ran to the doctor and I was like, "Oh my gosh! Something is wrong. I'm dying from cancer. Something horrible is happening to me." He ran every test and he said, "Jeena, there is nothing wrong with you physically." He said, "Maybe you need to go see a psychiatrist. Maybe it's all in your head."

Sort of out of desperation I went. What the doctor said was that I had some mild form of anxiety and depression and I was like, "What are you talking about? I feel fine." The doctor just prescribed me a bunch of pills and at that moment I sort of realize, gosh, I have a choice to make. I can either continue to medicate my way through life or I have to change how I'm living my life.

Thankfully, a good friend of mine who's a psychotherapist told me about this program called Mindfulness-Based Stress Reduction, MBSR, and she said, "Jeena, they're teaching this at Stanford. They're teaching it to first year, undergraduate kids, and they're teaching it to their MBA's and their doctors," and I thought, "Okay, well, they're teaching it at Stanford, there must be something to this."

And I started researching it and I found -- I mean there are literally thousands and thousands of studies that show the effectiveness of the MBSR program. I took this class and it literally transformed my life. I stopped losing hair, thank goodness. I just became so much happier.

Not because anything changed, right? My life circumstances are still what it is, I'm still doing bankruptcy work, the clients, they'll tell me their sad stories but it's really -- I change my relationship to my world and my surroundings. Really, at the end of the day, that's all we have control over is our relationship to other people and what's going around us. We can't control the external environment. We spend a lot of time trying to change or force those things when we really sort of like spinning our wheels and not really getting anywhere.

Jacob: And, you know, Jeena, I think that this is, first of all, is a remarkable story because this is really what happens to many of us attorneys. My practice is immigration law. This is what my law firm does. And we have a similar kind of background where we have clients that come in, they have depressing stories, somebody has been removed, they can come in.

And a lot of these attorneys who practice in this area, they really get sad and depressed over time and, of course, like you said, medication is what they do, and then substance abuse, not just in our area. Criminal lawyers, family lawyers, and it's kind of like a vicious cycle and that's why we have such a bad rep as attorneys.

I think that's why mindfulness and one of those natural ways of releasing our frustration and still continue to practice because we are the anchor of our clients, right? If we lose it then who is there to help them, right?

Jeena: Right. Yeah, absolutely. Self-care must come first.

I find it to be so sad like when you read all these statistics around lawyers. We're the fourth profession for rate of suicide, just the rate of depression, substance

abuse, mental illness is through the roof yet no one's really -- it's sort of like the elephant in the room but no one really wants to talk about it. No one's saying, "Wow! This is a huge problem."

Jacob: It is a problem because it's happening to us on a daily basis. We see attorneys who are being affected. Whether they stop practicing law or whether they lose the will to practice law because they just don't have the energy and this is one of the reasons it's happening, right?

Jeena: Right, right. Or they're practicing but, like you said, they're medicating themselves, they're abusing drugs and alcohol or they're suffering from depression and either don't know it or aren't getting treatment for it. Yes, all of these things are really because we were never taught. We were taught law and, I guess certain extent, how to practice law but we were never taught how to manage the stress and the anxiety and how do you cope at all the suffering of our clients and how do you deal with all the work and the demand that's put on us? We weren't taught that class in law school.

Jacob: That is for sure. There are many other things they didn't teach us in law school but that's for another podcast.

Jeena: Right. That stuff [unclear 00:19:25] another podcast.

Jacob: Jeena, if you had to put, let's say, three main things why you think mindfulness is so important for attorneys, what will be those top three reasons why people should get into this?

Jeena: I think number one is to have less reactions and more responses. And what I mean by that is something happens and we immediately have this knee-jerk reaction. There isn't that pause like people say "Count to 10 before you say something when you're angry." It actually allows us to practice that. So, instead of jumping immediately into action, we can actually just take that half a second to just pause for a moment and think about what it is that we actually want to do and what's the most appropriate response for the situation instead of just reacting.

I think the second thing is that it really allows us to become aware of our lives. So instead of just going through the motions of our life, like kind of doing the same old thing, going through the routine, it really sort of awakens you to all the amazing things that's actually happening in your life and really increases more joy and happiness.

I think, lastly, it allows us to be more compassionate. Life, it's difficult. It's not always difficult but sometimes it is difficult and it allows us to just really approach it with a lot more kindness and compassion and empathy.

Jacob: Right. I think once people realize that this is something that they are missing, hopefully that will encourage them to at least explore that because we always like to try different things to improve our lives and this is one of those things that require -- It does require some effort.

If somebody's asking this question, well, yes, I understand the reasons you just told me but how can it improve my practice, actually, if I'm going to be doing this on a daily basis. I don't know if you have some examples to share with us but what are some improvements that people can see by doing this?

Jeena: You know, I think, for one it's really improve my relationship with my opposing counsel. I was a litigator, I was a district attorney, and I was short of, you know, tend to kind of see the opposing side as "the enemy." We're in this sort of very adversarial situation and that can, of course, increase stress. A lot of times we feel angry and really frustrated. People talk about litigation is like going into war and it's really kind of help me see it in a different perspective.

So now I see it more as we all have a role to play. I have my role to play and my job is to represent my client to the best of my ability. And the opposing side, they also have their role and they're also doing their best to try to represent their client to the best of their abilities. But we're not enemies, you know. I really try to be as kind as I possibly can instead of approaching every case like that quote. If your instrument in life is a hammer like everywhere you see nails, that kind of thing, and it's really just sort of help me relax a little bit more.

I feel like, as a result, I become a much better lawyer because if you're not starting every single phone call with a bad attitude, [unclear 00:23:29] just try to be like "Listen, we have this thing that we have to resolve and what's the most efficient way for us to resolve it" and what can I do to actually help you instead of like, "Oh, you're my enemy and we're trying to kill each other," kind of mentality.

Jacob: Right. Exactly. Those are some of the things that if we forget about them, they just kind of pile up and we get this anger in us. Those are the cases that you hear in the news, a guy jumped in, they fight in court. It's not happening one day, it's built in.

Jeena: Yeah, yeah. Often just remembering that calm in humanity because, you know. The opposing side like they're all so -- they have bad days, they have good days, they have people that they love, they have people that they have difficulties with just like me. Kind of almost recognizing that common humanity and that thread between all of us, that's really something that I learn through the practice of mindfulness.

Jacob: Right. Again, the relationship that we have with other attorneys, with our clients, these are things that will make us most anxious. We cannot control these other people, we cannot control if they're going to come to us happy or sad. That's why I think it's very important for us to work on us first and then we can deal with anybody.

Jeena: Absolutely.

Jacob: Aside from dealing with people, I mean I know in my practice I get anxious where I have too many cases to deal with, we have the employees at work, we have the email communication. Maybe give us some tips about, say, how do we deal with this email overwhelm which to me is a huge, huge problem even today.

Jeena: Yes. So email is, of course -- I mean there are days where I feel like I should just be an email lawyer because that's all I do. I don't really do lawyering, I just do email.

First thing about email is have you heard the term email apnea?

Jacob: Yes.

Jeena: Yeah. So, in case your listeners aren't familiar with this term, email apnea is what it sounds like. People literally hold their breath while they're checking their email and it's that fight or flight response again going off. So, if you can just remember to take a breath before you open an email. Particularly if you know that the email is going to be something that's going to cause an emotional trigger like you see the 'from' and you see the subject line and you can feel your heart's pumping a little bit faster. You can sort of feel the adrenaline pumping through your body. See if you can just take a breath or two or three before opening the email.

Second tip I have is to not check your email all day long because we're literally adding adrenaline into our bodies all day long by checking emails all day long and humans are not designed to have that kind of constant flow of adrenaline going into our system. Not checking email first thing in the morning which is a really, really hard habit to break. But that's probably been one of the most productive tools that I've learned is to not check your email.

If you can get into a habit of checking it twice a day and before you sit down to open your inbox to just take a couple of breaths. Because when you breathe deeply and you allow the breath to flow all the way down to your diaphragm instead of breathing in your chest so you're almost hyperventilating, you're sending signals to your brain that says, "Hey, everything is okay." So you want to really practice that deep relaxation breathing.

I also set up filters in my inbox so all of my emails from my clients going to a folder called client. So it's not just I open my inbox and here's all these emails that's going to cause those triggers, those emotional triggers. I deal with all the emails in my client folder at certain times throughout the day.

Jacob: Yeah, this is actually a great tip because in my case I actually check some of the email in the morning then I won't get to it until later in the day. Try to give myself space in the day to do other things. But there are different tools out there. You can use the -- I mean Gmail has that tool where you can read the email and then answer it later or schedule when it's going to be send out. Different tools where you can sort the mailbox like you -- What do you use to sort your email, to break it down into clients or not clients. I think it's actually a great tip.

Jeena: Yeah, I just set up a filter.

Jacob: Filter.

Jeena: Yeah. When I get a new client, I put in -- I make a filter that says 'from' then I'll enter the person's email address. It'll say, "Skip inbox. Send it into this folder."

Jacob: Perfect. Yeah, this is actually a great way to say, you know what, I have to make sure that I answer my client at least and, you know, they're all going to be in that folder and so all the other things can wait maybe for the end of the day. This way you have less stress, things have calm down maybe with a glass of wine, right?

Jeena: (Laughs)

Jacob: It's easy to answer.

Email has been really a major issue for a lot of people and I get emails from people who are asking questions about this and this has been interesting.

What would you advice somebody who comes in the morning and then looks at their desk, hold these files, and they just don't want to get into the office. Having all these things on your desk, do you advocate kind of clearing the space and getting stuff or what is your take on that?

Jeena: The one sort of trick that I use is when I -- I almost always have a messy desk so I'll just kind of let that cat out of the bag. But once in a while I will just get to a point where the mess has reached critical mass and I have to clean the desk. The one trick that I found that works really well is to set a timer for 20 minutes and that's all. I will just clean my desk for 20 minutes. Nine times out of 10, I can clear my desk within 20 minutes. And then I'll treat myself for 10 minutes by going outside or enjoying the sun or, I don't know, eating a scoop of ice cream or whatever my reward is for cleaning my desk for 20 minutes.

Setting a timer for 20 minutes and doing the things that you've been kind of pushing off and not getting done, that would be one tip that you can try and see if that works.

Jacob: Yeah, that's a great tip. I actually got a sand clock, those ones that you can kind of flip that's actually set on 25 minutes.

Jeena: Uh-huh.

Jacob: So maybe I'll try that probably at the end of the week because my desk is getting there.

Jeena: Yeah. (Laughs)

Jacob: But I find it more productive for me where I have stuff on my desk where -- because I know what they are because it's my desk as oppose to not having them at my desk and then I'm kind of worried that I'm not going to get to those things. So it's been kind of a way for me to do it. It has not cost me any stress but I know that some people, they get overwhelmed with things on their desk or on their files, on their shelves, and they don't get to do anything. I think that tip is perfect because you just clear it once in a while and kind of you recharge and you can go again and start it, right?

Jeena: Yeah, definitely.

The other tip that I'll offer is -- this was very helpful for me especially when I used to suffer from insomnia is used to have a worry journal. At night when I couldn't fall asleep -- and I think this can work throughout the day. This doesn't only need to happen at nighttime. But if you're looking at your desk and you can feel that anxiety rising because you're like, "Oh my gosh, I have so much to do," maybe pull out your worry journal and write down all the things that are causing you worry because then they'll allow your brain to say, "Okay, everything that I need to do has now been written down. I'm not going to forget it because it's been written down." That will kind of give your brain stop and not constantly go through that circle, right, of thinking about all the things that you have to do over and over and over again.

Jacob: Right. Since you actually written it down, it kind of gets stress off. Excellent. That's a great tip. I like it.

Jeena, I wanted to ask you, you have this hangout where you meet with the attorneys and you practice mindfulness. People can come from anywhere in the country. Why don't you tell me about this more and tell us how it works. What do you do in these sessions?

Jeena: Yeah. So it's on Monday morning at 9AM Pacific Standard Time. It's open to all lawyers across the country. If you're interested in joining, you can just drop me an email or you can go to my website theanxiouslawyer.com.

Jacob: We'll show the links in our show notes, of course.

Jeena: Great. What I do is I just lead people through a very short 15-minute guided meditation and I'd be happy to just do like a very short two-minute meditation for your audience if that's something that you're interested in.

Jacob: Yeah, absolutely. Let's do it.

Jeena: Okay, great.

It's literally 15 minutes and then afterwards we just go quickly around and we introduce ourselves, say what we do, and maybe share like one sentence about what the meditation was like. I'll usually get between 4 to -- Google Hangout caps out at 10 so sometimes I'll get as many as 10. But it's just a really wonderful way to build community and meet other lawyers that are also practicing mindfulness and I found having the community, having a support that will help you practice on those days where you just don't feel like practicing which is, of course, when we need it the most, it's a wonderful way. And you don't have to leave your desk. You don't have to get your ass and go anywhere. You can literally do it from anywhere and you can just download the iPhone app and it's great because we can all see each other, hear each other. Yeah. So it's a great way to use technology to bring mindfulness into the legal community.

Jacob: I love it. Why don't we do like a little few minutes test like how you do it.

Jeena: Alright.

Jacob: This way everybody who listens right now, you can all try it wherever you are in the world.

Jeena: Perfect. I've done this with groups of as many as 100 people and so what I encourage you to do is on a scale of 1 to 5, think about how stressed you are feeling right now.

Jacob: Just so you know, Jeena, we have literally thousands of people who download this podcast on a monthly basis. You may have thousands of people listening to this, doing all this at the same time so who knows.

Jeena: Great. Yeah.

So I would love to hear the results of this because like I said, I've done this with group of as many as 100 and I've never had this not work. On the scale of 1 to 5,

just noting how stressed you are right now. You don't have to say it out loud. This is just for you. Do you have your number in your head?

Jacob: Yes.

Jeena: Okay, perfect. Alright.

So we're going to do like a two-minute guided meditation exercise so you can do this sitting on the floor but most people will just do it sitting in their chair behind the desk. So you want to make sure that both feet are firmly on the ground and you kind of might need to sort of adjust your hips a little bit so you feel like you're grounded and sitting squarely in your chair.

You want to pull your back away from the back of the chair so you're not leaning up against the back of the chair and making sure that your spine is upright. Rolling to shoulders back a little bit because we all have a tendency to hunch because we're staring at our monitors all day and aligning the neck and the head with the spine, allowing the eyes to close.

And when you close your eyes, it's a very different experience because we use our eyes for so many things and we use it all day long to just notice saying what that sensation is like to be sitting here with the eyes closed.

Now, let's take three breaths. Breathing in and breathing out. Breathing in and breathing out. Breathing in and breathing out. We're going to just spend the next minute observing our breath. So with each inhale, imagine that you're drawing in fresh energy, and with each exhale, you're releasing anything that you no longer need or is no longer serving you.

Now, we'll bring this practice to a close by taking three breaths. Again, breathing in and breathing out. Breathing in and breathing out. Breathing in and breathing out.

Jacob: This is perfect. I feel really relaxed.

Jeena: Wonderful!

Jacob: This is really good.

Jeena: Great.

Jacob: So people will do this for 15 minutes as they start their day. I can see how that can get you into a very, very relaxed and kind of a different state of mind.

Jeena: Yeah. Honestly, I tell people that are beginning meditators, don't start by trying to do this for 30 minutes, right? It's kind of like starting out exercise routine.

Start with 60 seconds if that's all you can manage. Set the expectation and the goal so low that it's almost impossible to fail. Literally, setting the timer for 60 seconds and just breathing and then adding a minute each day maybe is a great way to start. I love to hear from your audience if just doing that. That literally took two, maybe three minutes if you noticed a drop in your stress level. So I'd love to hear it. Either way, like if your stress went through the roof after doing it, I'd also love to hear that as well. (Laughs)

Jacob: Absolutely.

Jeena: Like I said, it may bring people to think about, "Well, this is something that we never done and maybe it's something that we would like to try." So this is perfect.

Jeena, as we come to the close of our show, I just want you perhaps to share any business advice or non-business advice that you want to share with our listeners that helped you become successful in your law practice business that we can all benefit from.

A long time ago, my mentor told me that the best thing you can ever do for your business is to be the best attorney that you can. And I think, a lot of times, we kind of lose sight of that. Like really just doing great work for our clients is the best form of marketing there is. And I think we can get so trapped in like, "Oh, I got to do Twitter and I got to do SEO" and do all these things that we sort of lose sight of that very sort of basic fundamental of just being like a kickass lawyer.

Jacob: Right. I do. Be the best in your trade. Whatever you do, be the best.

Jeena: Absolutely.

Jacob: Wow!

Jeena: Yeah.

Jacob: I like that. See, most people don't think about that. They just give you all this out of the roof idea and this is just simple. Just be as best as you can.

Jeena: Absolutely. Yeah.

Jacob: I love that.

For our audience that want to find you, they can go to theanxiouslawyer.com and there's all the resources and tools we talked about.

Jeena: Yes.

Jacob: And your upcoming book is coming up when, next year?

Jeena: Next year. My manuscript is due in December and it'll be titled The Anxious Lawyer.

Jacob: Wow! I love the name. You didn't touch the Enchanting Lawyer, that's ours so Anxious Lawyer is good.

Jeena: Yeah, I know. I wanted the Enchanted Lawyer but, you know, (laughs) that was already taken.

Jacob: Perfect. I love the name. It was great to have you on the show. It was a true pleasure.

This is Jacob Sapochnick with the Enchanting Lawyer podcast. We'd love to hear from you about the results of our little practice here. Any questions you have about what you heard today, email me jacob@enchantinglawyer.com. We look forward to seeing you on our next show.

Closing: Thanks for listening. You can find even more resources, including the show notes for this episode, at enchantinglawyer.com. That's www.enchantinglawyer.com.