



The  
**enchantingLawyer**<sup>™</sup>

# Action Guide

**Brian Tannebaum**

## **1. Get a Hobby**

Brian talks about the necessity of having other things in our lives as well as law. For him, his main hobby is wine. It allows him to engage and interact with people that he maybe wouldn't in any other situation and it also gives him a great opportunity to network in other areas.

### **How Does It Apply?**

Write down below some of your hobbies and interests. How can you use these to network? Remember though, this is meant to be an interest to take your mind away from work.

## **2. Build Strong Relationships**

Brian explains how by having strong relationships with people, you are more likely to attract their business. If they already knew and trusted you, they will almost certainly come to you when they need the services which you can provide.

### **How Does It Apply?**

Think about what you can do to build and strengthen your relationships. This could be hosting a networking event, for example, or just being where you're not expected to be.

### **3. Use your Slow Time**

Brian describes how all businesses have slow times. The key, however, is to make the most of this time. Obviously first you need to check that it's not something that you are doing wrong. Once you've established that, there are many things that you could be doing, instead of worrying about your business being slow.

#### **How Does It Apply?**

Write down below what you could be focusing on during your slow time. This may include – extra networking, taking a course, building your social media, or relaxing and taking a vacation!