



The
enchantingLawyer[™]

Action Guide

Tony Lai

1. Gain Trust

Tony talks about how it is vital for lawyers to gain trust. One of the ways that he does this is by giving away useful things or information. By doing this, you are not only showing that you know what you're talking about, but that you really care about people.

How Does It Apply?

Write down below some ideas of what you have, or can produce, to give away to people.

2. Get Networking

Tony explains how in this day and age, networking is really important. Whether you do it face to face, via social networks, or other means is up to you, but what is important is that you are doing it. It is important that you don't just network with other people who do the same job as you, try to get involved in as many different circles as possible, including your local community.

How Does It Apply?

Figure out how you are going to get involved with networking. Write down your ideas below, and get started!

3. Try legal.io

Tony describes how legal.io has a number of tools which are useful to lawyers, including some great networking opportunities. He has also given Enchanting Lawyer listeners a special deal.

How Does It Apply?

Guess what? Yep, you got it! Go try legal.io, and write down your observations below.