



The **enchanting** Lawyer™

Action Guide

**Dr. William
Dorfman**

1. Get a Mentor

William talks about how he really believes in the power of mentors. By having someone with more experience than you who is available to give advice or bounce ideas off, you are opening yourself up to a whole new world of opportunities and ideas.

How Does It Apply?

Write down below what kind of person you would like as a mentor. It could be someone in your field, or just someone who you admire and trust. Now have a look into finding someone who matches this and go about trying to contact them.

2. Help People

William started the LEAP Foundation as a way to help people. He felt that he wanted to give back to society and his work through LEAP has not only changed the lives of many young people, but also given him much joy.

How Does It Apply?

Think about what you can do to give back. Write down below what skills you have or what your business can do to help your community. Now try to develop these ideas to become something really worthwhile.

3. Shadow

William describes how he set himself apart from the rest by watching successful dentists in LA, copying what they were doing right, and improving on what they were doing wrong.

How Does It Apply?

Write down below the names of some people who are extremely successful in your area. Try contacting them to see if you can spend some time either talking to them or shadowing them. Check out what they are doing well, and what they are doing not so well, and use this information to better your business.