

The
enchantingLawyer

Action Guide



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Leigh Steinberg

1. Giving back

How? Steinberg talks about always asking his clients to set up charitable foundations to give back to the community.

Have you thought about the ways you can show your appreciation or help the people who are less fortunate? Is there a charity you regularly donate to or a cause you care about? Can you do a PSA?

2. Be helpful

How? All the guests on my podcast are successful in their fields, and they still selflessly chose to arrange an hour or two of their time to talk to me even if we had never met online or in real life before. Some of them may even have a more packed agenda than you do. Now they all got me as a loyal supporter of their businesses.

Have you ever received an email from a peer or a college student asking you for 20 minutes of your time for an interview? Did you ignore that email? Could you be more helpful? Maybe 20 minutes of your time could help them in a way you can't imagine.