

1: 10 Telling Traits Of Lawyers | Thought Catalog

1. A know-it-all vibe. Lawyers are in the business of selling services of being smart and knowledgeable about the law. While confidence is key in "selling" yourself as a lawyer, that confidence can very easily slip toward into an arrogant, smarmy "know-it-all"-ness that most people despise.

The bigger your company grows, the smaller the likelihood that everyone in it will be easy to supervise. As the boss you always or almost always have the option to terminate anyone who is truly a drag on your company. When faced with a problem personality, most of us do one of two things: We either confront the person head-on, leading to escalating hostility, or else avoid dealing with him or her and leave the problem to worsen. If that happens to you, take a break, breathe, and center yourself. Then respond calmly and firmly rather than getting caught up in their dances. As a role model for others, you have to be in a higher place. Narcissists Narcissists have an inflated sense of their own importance and crave constant attention and praise, Orloff explains. Interestingly, Orloff says, they will often do well in positions of power, because they take that power very seriously and value it highly, and often work very hard in those roles. You have to dig very deep," she says. Another thing to watch out for is your own reaction to passive-aggressive people, she says. They can get to you without you knowing it. Unlike narcissists, they do have the capacity for empathy. They also want to advance in your workplace, and you can use both these traits to help motivate them. Mainly, Orloff says, you have to set very, very clear expectations. Not surprisingly, Orloff recommends placing passive-aggressive employees in jobs where there are very specific guidelines and expectations laid out for them. The first step toward dealing with a gossip is not to get sucked in yourself. Anger Addicts Some people deal with workplace tensions by accusing their co-workers of misdeeds, yelling at others, and generally giving their angry feelings free rein. They have to be given very strong limits and boundaries. It will destroy a workplace if people are having tantrums. Either way, they need to hear that their expressions of anger are inappropriate. Offer them the opportunity to go for counseling. And face the fact that anger addicts may not have a future at your company since repeated rages can potentially drag your whole organization down. Guilt Trippers Guilt trippers lay it on thick. They may lay the same guilt trip on co-workers who they feel have slighted them as well. With guilt trippers, Orloff advises educating them on how to communicate better. May 5, Like this column?

2: Most lawyers are introverted, and that's not necessarily a bad thing

First, because the personality trait of Skepticism provides an important advantage to any lawyer by making critical thinking more natural and easier, people with high levels of Skepticism are more likely to be attracted to the law in the first place.

It is easy to get lost when you comparison shop chatbot platforms or dive into chatbot mechanics. So make sure you step back to plan what your law firm is trying to achieve and how best to get there. It is just a nuts-and-bolts action plan with a handy companion worksheet! Why Build a Law Firm Chatbot? People say chatbots are the new apps. But in many ways, they are even better. Consumer surveys show that chatbots also address modern consumer expectations. But there are still many tasks a chatbot can automate—and information it can relay to clients or potential clients—in useful ways. What are you trying to achieve with this chatbot? Are you building a bot to capture more leads? Capture basic information from clients for intake or other reasons? Gather information to draft legal documents? Provide standardized information to clients when they reach case milestones? Because a chatbot can automate conversations and simple tasks, it can be a very powerful tool. But like any tool, if misused, it can create problems. But it can lay the groundwork for a successful initial client meeting. Here are a couple basic examples to get you started: Where Does Your Bot Live? This is not to say that your chatbot cannot have more than one home. With most chatbot builders, you can launch your chatbot so it is available on more than one platform at the same time. You should select a home where your bot is more likely to connect with your intended audience. So, where is your audience? Are you trying to reach new business clients? Do you want to connect with new immigration clients? New family law clients? Facebook allows you to advertise directly to potential clients who have recently updated their relationship status. Although it may sound oxymoronic to talk about a legal chatbot and personality in the same sentence, it is absolutely an important consideration in building your chatbot. For example, if your chatbot is for internal use only, its personality may not be important. You may prefer that it be more utilitarian in its demeanor. But personality is more than that. Personality is a gestalt. It is the sum of components that interact uniquely to give a specific impression. Name I prefer a human name over a task-oriented name. For example, my first voicebot offered general divorce information. Her name, in my mind anyway, created the perfect blend of a friendly person and super-competent legal assistant. Visual Style Now for the fun stuff. What does your chatbot look like? Is your bot avatar a little robot? Taking this personality thing a little too far? Does it get benefits? What are its aspirations? Is your chatbot happy working for the firm? These sound like silly questions, but they help to build a fuller character from which dialog will flow. Perhaps the most delightful example of chatbot personality with backstory is Billy Bot, who even has his own LinkedIn profile. And he has more than 1, Twitter followers! Just as websites use visual design to cue a user about what action to take, a chatbot uses conversation. Conversational design is an art. And it takes practice, improvisation, and creativity. Choose words wisely so your bot conveys the right emotions. Change up responses where you can so the dialog will still feel fresh if the user has to do it again. Is he serious, academic, deadpan, and matter-of-fact? Or light, happy-go-lucky, and enthusiastic? Maybe she is deeply sympathetic, a touch sarcastic, or a bit aggressive. Whatever tone you choose, remember the tone should reflect the nature of the discussion. It could even change during the conversation if appropriate. Or maybe you might think people will be more likely to use the chatbot if they think a real person is behind it? All I can say is: First, with the state of technology right now, the user will almost certainly be seriously disappointed. Even with machine learning and neural networks—which are not typically incorporated into most chatbot platforms—a natural conversation about any topic even the most basic is difficult to pull off without it feeling artificial and leading to errors. Second, most attorney-client communications are not free-ranging discussions about politics, religion, or fashion. They are typically goal-oriented. A bot should be useful above all. We have conversations everyday. Well, it does when designing the conversation your chatbot will have with a user read: When we do a client intake interview or take a deposition, we know there is a difference between open-ended questions, leading questions, and closed questions. Similarly, there is a way to craft chatbot conversation to guide users

down a defined path and to reach a specific goal. First, you need to answer some fundamental questions. Who is your audience Step 2? If your intended user is an existing client, you will have different conversations than if they are a potential client. What is your user trying to do Step 1? What information is necessary for them to do it? Do you have any written materials from which you can draw? For example, if you have a potential-new-client script you provide to new staff members so they can screen calls effectively, efficiently, and politely, you already have some wonderful content to draw from. Diagram Your Dialog Tree Now that you understand your audience and their goals, you should map how these conversations will unfold. Both are paid services that offer free trials. A diagram helps you identify dead ends and problem areas. Then you can create graceful ways to redirect your user back to the right path. Like any good story, your conversation must have a beginning, middle, and end. For example, explain how to restart the bot if the user runs into trouble and how to ask for help from a real-live person. How can I make your life better today? This is also the time to make sure you explain that your user is talking to a bot, not a human being. Glide Path to Goal The conversation should guide the user toward a goal. I prefer closed questions with a limited range of answers. As we all well know, real-time conversations with real-live clients and their human -ish lawyers sometimes get sidetracked. When they do, the data gathering needed to analyze an acute legal problem can be lost behind a client preferring to tell a story or share less-relevant facts. In a weird way, chatbotsâ€™ particularly law firm chatbotsâ€™ can accomplish what we always wish we could: A deliverable can take many forms: It gives a sense of closure and provides a tangible benefit for participating. Also, be sure your chatbot explains next steps if there are any so the user will know what more needs to be done. Can we try that again? In my last post, 2 Chatbot Platforms for Lawyers, No Coding Required , I explored how to build a chatbot with user-friendly chatbot building platforms. Not all chatbot builders are created equal. Some are visually-oriented while others are clearly geared for coders. The platform you choose can limit what your chatbot can do. Most of the chatbot builders below are no-coding affairs. But I have included some more advanced platforms, too. Is the service is free or paid? If paid, what terms apply? Does the chatbot require coding skills?

3: ESTJ Personality (â€œThe Executiveâ€•) | 16Personalities

Now here's the really distressing news: My "negatives" make me lawyer material. At least that's my takeaway after reading Hildebrandt's study of lawyer personality traits, which was based on data from nearly 2, lawyers at four big firms, collected in

As of 6 April , the ruling has been commented on in Indian newspapers to be hard to enforce, with assertions that experts[who? For example, the board of directors of a corporation, legislature, or governmental agency typically are not legal persons in that they have no ability to exercise legal rights independent of the corporation or political body which they are a part of. History[edit] The concept of legal personhood for organizations of people is at least as old as Ancient Rome: The doctrine has been attributed to Pope Innocent IV , who seems at least to have helped spread the idea of persona ficta as it is called in Latin. In canon law , the doctrine of persona ficta allowed monasteries to have a legal existence that was apart from the monks, simplifying the difficulty in balancing the need for such groups to have infrastructure though the monks took vows of personal poverty. Another effect of this was that as a fictional person, a monastery could not be held guilty of delict due to not having a soul, helping to protect the organization from non-contractual obligations to surrounding communities. This effectively moved such liability to individuals acting within the organization while protecting the structure itself, since individuals were considered to have a soul and therefore capable of being guilty of negligence and excommunicated. This was not a problem in the era before the Industrial Revolution , when the typical business venture was either a sole proprietorship or partnership â€”the owners were simply liable for the debts of the business. There was no accountability for corporate wrongdoing. To resolve the issue, the legal personality of a corporation was established to include five legal rightsâ€”the right to a common treasury or chest including the right to own property , the right to a corporate seal i. Supreme Court held that for the purposes of the case at hand, a corporation is "capable of being treated as a citizen of [the State which created it], as much as a natural person. These concepts have been codified by statute, as U. Sample cases using the doctrine[edit] In U. Section 7 of the act granted the right to sue only to persons. The corporate defendant, which was accused of illegally conspiring and colluding to raise prices on tires , argued that the U. The court held that the term "person" includes the U. Government, and allowed the action against the collusive corporations to continue. In Cook County v. The county argued that it could not be held liable because it was not a person. The court held that the county could be sued under the law as a legal person. The association of prisoners sought to proceed in forma pauperis. The court held that the right to sue in forma pauperis existed only for natural persons, not legal persons. Brazilian law recognizes any association or abstract entity as a juridical person, but a registry is required through a Constitutional Document, with specifications depending on the category of Juridical Person and local law of state and city. Germany[edit] Article 19 3 of the German Constitution sets forth: Registered trade unions are legal persons. They may, through a unified representation that is proportional to their membership, enter into collective labour agreements that have a mandatory effect for all persons belonging to the categories referred to in the agreement. United States[edit] In part based on the principle that legal persons are simply organizations of natural persons, and in part based on the history of statutory interpretation of the word "person", the US Supreme Court has repeatedly held that certain constitutional rights protect legal persons such as corporations and other organizations. Santa Clara County v. We are all of the opinion that it does. These protections apply to all legal entities, not just corporations. A prominent component of relevant case law is the Supreme Court decision Citizens United v. Federal Election Commission , which ruled unconstitutional certain restrictions on corporate campaign spending during elections. He is, however, turned down by the Court made up of fellow Gondolieri because the joint rule "

4: Deviations From The Norm: The Lawyer "Type"™ And Legal Hiring | Above the Law

I also believe that some people have a stronger ability to make good judgments because of their other personality traits discussed below (i.e. patience and logic) just as good judgment enhances other qualities of a great paralegal (i.e. ingenuity and persistence).

Photograph by Arnie Adler. As a child, Airina Rodrigues was an early reader and, by choice, spent a lot of time alone. Rather, "being an introvert is really about how I approach problems and how I recharge," she explains. I love meeting new people, but it requires extra energy. Quiet explores how extroversion has permeated our culture and how society as a whole undervalues introverts. After reading Quiet, Rodrigues started thinking about what introversion means for law practice. I have privacy, stability and I can focus on work. I enjoy in-depth research, writing and working on briefs. Introverts really thrive at the problem-solving aspect of law. In fact, 60 percent are introverts, according to Eva Wisnik, president of the legal training and placement firm Wisnik Career Enterprises in New York City. Wisnik has given the Myers-Briggs personality test to more than 6, attorneys since Photo Courtesy of Susan Cain. Many lawyers spend a lot of time by themselves"reading, writing, thinking"compared to other jobs where the majority of the work is interacting. Introverts make good lawyers, especially for clients who want a thoughtful answer. They were more measured and deliberate. I really enjoyed many aspects of law practice: According to the Quiet rubric, introverts gain energy from quiet reflection and solitude. They tend to think before they speak, take a deliberate approach to risk and prefer listening. Introverts are energized by focusing deeply on a subject or activity that truly interests them and may become overwhelmed in stimulating environments. Extroverts, by contrast, are valued by society for commanding attention, and they are the kind of people Cain expected to encounter in the legal profession. Extroverts usually love crowds because they get energized by interacting with people. While most people usually have attributes of both extroversion and introversion, the majority of adults are extroverted. Photograph by Wayne Slezak. Twenty years ago, it was like pulling teeth getting firms interested in anything psychological. Join the ABA Journal from CT on Thursday, Feb. To register, click this link. He uses personality testing to help law firms improve business development, resolve conflict, decide who to hire, assess lawyers for promotion, evaluate leadership and engage in succession planning. Jennifer Rakstad, a career development adviser at Mayer Brown in Chicago, administered the Myers-Briggs test to associates for many years and now uses a similar test that measures lawyers on a spectrum ranging from reserved to outgoing. That starts in an emotional space: Photograph by Len Irish. After Quiet was published, Cain expected to move on and write another book. Slightly more than half were introverts, Benderly says. Since the program, Perkins Coie has acquired noise-canceling headsets and configured some smaller workspaces with doors that shut. The goal, Benderly says, was consciousness raising, particularly because 90 percent of Perkins Coie survey respondents believed the practice is set up for extroverts. But I also do really good thinking by myself, so this profession is a good fit for me. You just have to figure out what works best. We spent a lot of time figuring out what kind of law he should practice. He became a bank closing attorney. I would have a panic attack. But his personality style matches what that practice needs. Many attorneys"such as district attorneys and public defenders"are extroverts who thrive on being in court and in negotiations all day. Importantly, too, introverts can absolutely do extroverted things"it just may not be in their comfort zone. For instance, while extroverts are likely drawn to trial work, not all trial lawyers are extroverts, Wisnik says. Extroverts talk and then think. And they get their energy from getting on the phone or seeing someone. They may be confident and charming, but they may walk around the office instead of doing their work. Preparing in advance frees up energy for the exchange. An introvert could be a great appellate attorney, for example. But the Myers-Briggs test is highly nuanced, she cautions. It simply means that doing those things may drain your battery. For some introverts, that could be pretty draining. There may be people in the hall mingling, doors open. How can I gain a book of business? I tell them that instead of group events, they can ask a client out to lunch and connect with people one-on-one, which can potentially build a more in-depth connection. To advance, the associate needed to start speaking out and making her opinions and presence

MAKING THE MOST OF THE LAWYER PERSONALITY pdf

known. Like any field, the legal profession needs all types of people. Just know your type and your preferences. As with any self-assessment tool, take what works for you and discard the rest. No one attribute can define a person. Gordon, a former lawyer, is a legal journalist based in San Francisco.

5: How To Write an Engaging Lawyer Bio

He uses personality testing to help law firms improve business development, resolve conflict, decide who to hire, assess lawyers for promotion, evaluate leadership and engage in succession planning.

May 20, at 4: The silly online personality quizzes are sort of the idiot stepchildren of the Myers-Briggs Type Indicator, that test designed to distill human personality into abstract terms. For some background on Myers-Briggs, see here. The MBTI and its progeny have long been used by government agencies and educational institutions, but it truly has a foothold in corporate America. The MBTI supposedly helps employers to identify potentially successful employees and job candidates to identify their strengths. Apparently, employers are becoming more cautious and deliberate in their interviewing processes the average length of the interviewing period had doubled over the past five years , while at the same time employing work-force-analytics software that can make the process cheaper and more efficient. Drawing on the research of Dr. No one will be surprised to learn that the psychological profile of lawyers as a group is quite different from the general population. Of the 16 possible MBTI types, more than half all practicing attorneys fall into one of four groups. More recently, using the data from the Caliper assessment tool , another pre-employment personality trait screener, Dr. Richard discovered that lawyers as a group measure high for Skepticism 93rd percentile , Autonomy 89th , and Abstract Thinking 81st. However attorneys scored strikingly low for Resilience 30th , and extremely low for Sociability 7th. After all, trying something different might not work, and who wants to bounce back from that? The sociability scores reinforce that special place lawyers have in the American heart. All of these scores are at least two standard deviations from the norm. OCI is a peculiar institution. The results of this system are not pretty. According to NALP, nearly half of all law firm associates are gone within three years. There are some who are urging firms to employ more sophisticated and reliable hiring and development tools commensurate with the challenge of making extremely expensive talent decisions. For example, Bill Henderson has pointed out that there is research showing that the current most popular law firm hiring tool “ the one-on-one interview ” ranks only slightly above a coin-toss as an effective hiring approach. Seeking to find a role for evidence-based hiring tools in the legal space is the Sheffield Legal Assessment. It is the first online trait assessment purpose-built for the legal profession. General market instruments such Myers-Briggs and Caliper tend to clump lawyers together into a undifferentiated mass. Thus the need for an attorney specific test, accounting for the personality traits and patterns distinguishing lawyers from everyone else and even among lawyers from one practice area to the next. The assessment was developed by The Right Profile known for their work with pro sports teams “ Bill Belichick is a fan and a team of psychologists in Chicago. Check it out yourself here. It costs nothing and you get a free detailed report.

6: 5 Steps to Build a Useful Chatbot for your Law Practice

The silly online personality quizzes are sort of the idiot stepchildren of the Myers-Briggs Type Indicator, that test designed to distill human personality into abstract terms. (For some.

These are the results i got. It stands for Introverted, Sensing, Feeling, Perceiving. ISFP indicates a person who is energized by time spent alone Introverted , who focuses on facts and details rather than ideas and concepts Sensing , who makes decisions based on feelings and values Feeling and who prefers to be spontaneous and flexible rather than planned and organized Perceiving. ISFPs are sometimes referred to as Composer personalities because of their innate sensibility for creating aesthetically pleasing experiences. What are ISFPs like? ISFPs are gentle caretakers who live in the present moment and enjoy their surroundings with cheerful, low-key enthusiasm. They are flexible and spontaneous, and like to go with the flow to enjoy what life has to offer. ISFPs are quiet and unassuming, and may be hard to get to know. ISFPs have a strong aesthetic sense and seek out beauty in their surroundings. They are attuned to sensory experience, and often have a natural talent for the arts. What are the core values of the ISFP? ISFPs tend to be tolerant and nonjudgmental, but are deeply loyal to the people and causes that matter to them. They endeavor to accept and support other people, but are ultimately guided by their own core values. They will typically look for ways to be accommodating and may have difficulty dealing with others who are not willing to do the same. ISFPs are typically modest and may underestimate themselves. They usually do not like to be in the spotlight, preferring instead to take a supporting role, and will avoid planning and organizing whenever possible. Sensitive and responsive, they step in to do what needs to be done and are satisfied by their personal sense of being helpful to others. ISFPs can be difficult to recognize because of their tendency to express themselves through action rather than words. They may initially appear distant or aloof, but if you watch closely, you can observe their caring in the thoughtful things they do for others. They are carefully observant of the practical needs of other people, and often step in with quiet, unassuming assistance at just the moment it is needed. ISFPs prefer to take a supportive role and are rarely assertive or demanding of attention. They are typically tolerant and accepting of others. ISFPs typically have finely tuned artistic sensibilities. They are sensitive to color, texture, and tone, and often have an innate sense of what will be aesthetically pleasing. They are often naturals when it comes to arranging something artistically, and enjoy the process of taking in the sensations around them. ISFPs focus mostly on the experiences of the present moment, and are rarely ambitious, preferring instead to enjoy the simple pleasures of life: How common is the ISFP personality type? ISFP is the fourth most common type in the population. Popular hobbies for ISFPs are those that use their physical or artistic skills, including independent athletics like skiing or swimming, dance, and craft projects. ISFPs also enjoy entertaining in intimate groups and exploring art and nature. What the experts say - Isabel Briggs Myers, Gifts Differing "The Composers are attuned to sensory variation, which gives them an extraordinary ability to work with the slightest nuances of color, tone, texture, aroma, and flavor.

7: ISFP in Depth – Discover Your Strengths and Make the Most of Your ISFP Talents | Truity

So even if a litigation lawyer makes nothing for 3 years, a sudden verdict of say 30 million could give the lawyer million dollars which is around years salary for a corporate lawyer. Divorce lawyers make a steady income.

How you go about writing your bio is not as challenging as you may think – as long as you are willing to approach it correctly. Unfortunately, most lawyer bios are CVs written out in paragraph. They have no point and no personality. They fail to tell the reader much of anything aside from education and bar admissions. This is not to say that you cannot include your CV on your site. The best place for it is on your bio page. To include it, upload a PDF version of it to your website and add a link to it on your bio page. But a link is all your CV should be. The 7 Most Important Items to Include in Your Lawyer Bio Now that you know what your bio is not, it is time to learn what to include to make you stand out from the crowd. Your name and title right up front. Do not make folks work hard to find your full name and the role you play. Hiding this information is irritating for prospects; it will cause them to navigate away from your bio or your website altogether. Prospective clients want to see who they might be working with. A poorly taken headshot can hurt you as much as not having a picture in the first place. A summary of what you do for your clients. Walk your prospects through your process. Tell them what it is like to meet with you. Explain what you will do to help them through their specific problem. The more specific you can get here, the better. An explanation of why you do what you do. This gets to heart of why you practice and what gets you energized each day. It does not matter what your answer is as long as it is authentic. Highlights of relevant accomplishments or civic engagements. It is a good idea to have a short list of accomplishments and organizations on your bio page. This can include certifications or special awards that prospects can understand or that relate directly to your practice. This does not mean listing every Martindale Hubbell award or mentioning every county bar association you pay to be part of. A few bits of personal information. You are more than an attorney. Prospective clients like to see you admit that. Tell them what you do in your free time or the fun activities you partake in with your family. A small snapshot of who you are as a person can go a long way. Your direct contact information. List your direct phone line and an email address so prospects can reach you. Offer a downloadable vCard. Offer links to relevant social media profiles, such as your LinkedIn profile or your Twitter account. If you link out to these sites, ensure your profiles are complete and current. Length does not matter. It is all about presentation: Format your bio for online readers. Your About page exists on your website, so you should format it like you do all other pages. Use short, succinct sentences and paragraphs. Use bulleted lists where proper. Use headers to break up longer bios. Finally, remember to include links to other relevant areas of your website, including your contact page. Have someone else proof your bio. Typos on your website quickly eliminate any credibility you have built up. Personality, Please The best thing you can do for your bio is to bring your personality to the forefront. If you are laid back and casual, then your bio should express that. If you use humor in all you do, make sure it comes through in your bio. As long as you are genuine, whatever you care to share will hit the mark. Focusing on personality achieves these goals: Writing in your own voice and sharing things that you are passionate about means your bio will come easier to you. You will complete it quicker and you will be happier with the outcome. You will make more connections by showing who you are and why you do what you do. For law firms with more than one attorney, you can create a standard format for your attorney profiles that allow for their personality to shine through. This bio still has room for improvement. For instance, his practice area concentration is more important than where he went to school, but he lists his concentration last. And he completely lost me with the large blocks of text under the Curriculum Vitae header. The Great Debate I find they spend more time than they need to necessary on this question: Am I a solo attorney? If yes, stop thinking about it and just write your bio and all your website copy, for that matter in first person. If no, move to the second question. Who is my audience? If you are writing for a more professional crowd or for individuals with more education, third person works great. On the other hand, if you focus mainly on injury cases or family law matters, you will want to use first person to make more of a personal connection. If you find you are still stuck when it comes to getting started on your bio, try starting

with one of these options: Fill out a short questionnaire. I have created a short professional bio questionnaire for my clients to use when tackling their own bios. You can use the basics of haiku writing to get you started on the path to a great bio. Nicole Fenten offers up a small Mad Libs exercise in her tips on how to write a compelling About page. You can also download our form to help you write an engaging bio. Keep It Current The last thing you want to do is create a great bio that becomes stale with age. To avoid this, schedule calendar reminders to revisit your bio every three-to-six months. Review your photos, practice areas, years of experience, and any other time-sensitive items to ensure you do not lose prospects. Last updated October 26th, Cari Twitchell has been helping lawyers create web content that attracts and converts their ideal clients since She has an affinity for creating copy that actually sounds like her clients, and loves talking all things marketing, business development and Disney.

8: Why These Are The World's Best Online Lawyer Profiles – Law Firm Web Strategy

When do you need a lawyer? Although the answer depends on your business and your particular circumstances, it's generally worthwhile to consult one before making any decisions that could have.

Some advertise on TV and radio, others on billboards and bus stops. Asking friends for a recommendation is rather awkward. A discrete online search, maybe? Continue Reading Below

Filing for bankruptcy is a serious step, requiring excellent advice and the right representation. Membership in this organization indicates that the firm or lawyer is "dedicated to the practice of bankruptcy, stays up to date on the latest developments, and provides competent representation. This certification means the lawyer has been practicing law for a minimum number of years, spends at least half his or her time working with bankruptcy cases, is peer reviewed and has passed a written examination in that specialty. Advertisement Such associations and credentials provide assurance that the lawyer has practical knowledge and will know what to do in case something goes wrong. They should contain clearly written educational information and downloadable financial forms that you can fill out that to help you determine if you qualify for bankruptcy. Then, start to schedule some appointments. Not to price shop, but to gauge how comfortable you are with them. Write down any questions you might have and bring them, too. Qualities to look for in a bankruptcy lawyer Personality and professionalism matter, and -- like anyone -- a lawyer who appears terrific on paper can fall short in person. Look for the following three qualities during your consultation. They discuss alternate resolutions. Chapter 7 , a complete cancellation of eligible debts, might not be the best or only way to deal with your financial problems. If there are other options, an ethical lawyer will present them. This situation comes up if the client is making too much money or has too many assets. The other advice I give sometimes is to do nothing. The interest rate reduction the agency may be able to secure can translate into lower payments. Chapter 13 bankruptcy, a court-supervised payment arrangement, might also be on the table. A lawyer may recommend it if you have enough income to support at least some of your liabilities and own property that could be taken in a Chapter 7 or a lawsuit. Understanding the full menu of resolutions and then choosing from them reduces the possibility that you will regret making the decision to file for bankruptcy. They display a passion for the process. Find out why he or she chose to specialize in bankruptcy law. Listen carefully to the response. Many lawyers find the work fascinating and rewarding. There are few other areas, if any, where a lawyer can do so much good for someone in a short amount of time. They hear and understand you. For most people, declaring bankruptcy is a painful decision. Your lawyer should possess empathy and a willingness to take the time to ask probing sometimes difficult questions. If you feel like a number rather than an individual, cross that lawyer off your list and move on to the next until you find one who treats you with some respect. A fee commensurate with service And finally, the fee. Avoid ultra-low-rate bankruptcy mills that advertise heavily and crank out the cases. This means that, for the same price, the client can usually get an experienced, highly qualified lawyer for the same price as a novice.

9: ISTJ Personality (‘The Logician’) | 16Personalities

The ISTJ personality type is thought to be the most abundant, making up around 13% of the population. Their defining characteristics of integrity, practical logic and tireless dedication to duty make ISTJs a vital core to many families, as well as organizations that uphold traditions, rules and standards, such as law offices, regulatory bodies.

And because its truths are eternal, it will still be read when another century has passed. Frederic Bastiat was a French economist, statesman, and author. He did most of his writing during the years just before ‘ and immediately following ‘ the Revolution of February This was the period when France was rapidly turning to complete socialism. As a Deputy to the Legislative Assembly, Mr. Bastiat was studying and explaining each socialist fallacy as it appeared. And he explained how socialism must inevitably degenerate into communism. But most of his countrymen chose to ignore his logic. The Law is here presented again because the same situation exists in America today as in the France of The same socialist-communist ideas and plans that were then adopted in France are now sweeping America. The explanations and arguments then advanced against socialism by Mr. Bastiat are ‘ word for word ‘ equally valid today. His ideas deserve a serious hearing. His objective was an accurate rendering of Mr. A nineteenth century translation of The Law, made in in England by an unidentified contemporary of Mr. Bastiat, was of much value as a check against this translation. In addition, Dean Russell had his work reviewed by Bertrand de Jouvenel, the noted French economist, historian, and author who is also thoroughly familiar with the English language. Russell bears full responsibility for the translation. The Law The law perverted! And the police powers of the state perverted along with it! The law, I say, not only turned from its proper purpose but made to follow an entirely contrary purpose! The law become the weapon of every kind of greed! Instead of checking crime, the law itself guilty of the evils it is supposed to punish! If this is true, it is a serious fact, and moral duty requires me to call the attention of my fellow-citizens to it. This gift is life ‘ physical, intellectual, and moral life. But life cannot maintain itself alone. The Creator of life has entrusted us with the responsibility of preserving, developing, and perfecting it. In order that we may accomplish this, He has provided us with a collection of marvelous faculties. And He has put us in the midst of a variety of natural resources. By the application of our faculties to these natural resources we convert them into products, and use them. This process is necessary in order that life may run its appointed course. Life, faculties, production ‘ in other words, individuality, liberty, property ‘ this is man. And in spite of the cunning of artful political leaders, these three gifts from God precede all human legislation, and are superior to it. Life, liberty, and property do not exist because men have made laws. On the contrary, it was the fact that life, liberty, and property existed beforehand that caused men to make laws in the first place. What, then, is law? It is the collective organization of the individual right to lawful defense. Each of us has a natural right ‘ from God ‘ to defend his person, his liberty, and his property. These are the three basic requirements of life, and the preservation of any one of them is completely dependent upon the preservation of the other two. For what are our faculties but the extension of our individuality? And what is property but an extension of our faculties? If every person has the right to defend even by force ‘ his person, his liberty, and his property, then it follows that a group of men have the right to organize and support a common force to protect these rights constantly. Thus the principle of collective right ‘ its reason for existing, its lawfulness ‘ is based on individual right. And the common force that protects this collective right cannot logically have any other purpose or any other mission than that for which it acts as a substitute. Thus, since an individual cannot lawfully use force against the person, liberty, or property of another individual, then the common force ‘ for the same reason ‘ cannot lawfully be used to destroy the person, liberty, or property of individuals or groups. Such a perversion of force would be, in both cases, contrary to our premise. Force has been given to us to defend our own individual rights. Who will dare to say that force has been given to us to destroy the equal rights of our brothers? Since no individual acting separately can lawfully use force to destroy the rights of others, does it not logically follow that the same principle also applies to the common force that is nothing more than the organized combination of the individual forces? If this is true, then nothing can be more evident than this: The law is the organization of the natural right of

lawful defense. It is the substitution of a common force for individual forces. And this common force is to do only what the individual forces have a natural and lawful right to do: A Just and Enduring Government If a nation were founded on this basis, it seems to me that order would prevail among the people, in thought as well as in deed. It seems to me that such a nation would have the most simple, easy to accept, economical, limited, nonoppressive, just, and enduring government imaginable " whatever its political form might be. Under such an administration, everyone would understand that he possessed all the privileges as well as all the responsibilities of his existence. No one would have any argument with government, provided that his person was respected, his labor was free, and the fruits of his labor were protected against all unjust attack. When successful, we would not have to thank the state for our success. And, conversely, when unsuccessful, we would no more think of blaming the state for our misfortune than would the farmers blame the state because of hail or frost. The state would be felt only by the invaluable blessings of safety provided by this concept of government. It can be further stated that, thanks to the non-intervention of the state in private affairs, our wants and their satisfactions would develop themselves in a logical manner. We would not see poor families seeking literary instruction before they have bread. We would not see cities populated at the expense of rural districts, nor rural districts at the expense of cities. We would not see the great displacements of capital, labor, and population that are caused by legislative decisions. The sources of our existence are made uncertain and precarious by these state-created displacements. And, furthermore, these acts burden the government with increased responsibilities. The Complete Perversion of the Law But, unfortunately, law by no means confines itself to its proper functions. And when it has exceeded its proper functions, it has not done so merely in some inconsequential and debatable matters. The law has gone further than this; it has acted in direct opposition to its own purpose. The law has been used to destroy its own objective: It has been applied to annihilating the justice that it was supposed to maintain; to limiting and destroying rights which its real purpose was to respect. The law has placed the collective force at the disposal of the unscrupulous who wish, without risk, to exploit the person, liberty, and property of others. It has converted plunder into a right, in order to protect plunder. And it has converted lawful defense into a crime, in order to punish lawful defense. How has this perversion of the law been accomplished? And what have been the results? The law has been perverted by the influence of two entirely different causes: Let us speak of the first. A Fatal Tendency of Mankind Self-preservation and self-development are common aspirations among all people. And if everyone enjoyed the unrestricted use of his faculties and the free disposition of the fruits of his labor, social progress would be ceaseless, uninterrupted, and unending. But there is also another tendency that is common among people. When they can, they wish to live and prosper at the expense of others. This is no rash accusation. Nor does it come from a gloomy and uncharitable spirit. The annals of history bear witness to the truth of it: This fatal desire has its origin in the very nature of man " in that primitive, universal, and insuppressible instinct that impels him to satisfy his desires with the least possible pain. Property and Plunder Man can live and satisfy his wants only by ceaseless labor; by the ceaseless application of his faculties to natural resources. This process is the origin of property. But it is also true that a man may live and satisfy his wants by seizing and consuming the products of the labor of others. This process is the origin of plunder. Now since man is naturally inclined to avoid pain " and since labor is pain in itself " it follows that men will resort to plunder whenever plunder is easier than work. History shows this quite clearly. And under these conditions, neither religion nor morality can stop it. When, then, does plunder stop? It stops when it becomes more painful and more dangerous than labor. It is evident, then, that the proper purpose of law is to use the power of its collective force to stop this fatal tendency to plunder instead of to work. All the measures of the law should protect property and punish plunder. But, generally, the law is made by one man or one class of men. And since law cannot operate without the sanction and support of a dominating force, this force must be entrusted to those who make the laws.

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