



# **RiseZine**

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Welcome to **RiseZine** our quarterly electronic magazine (ezine) that can help you solve problems in your business and your life. I strive to bring you inspiration from experiences I gained during the twenty (20) years I spent as a Judge of the Denver County Court participating in the transformation of lives. I'm convinced that those experiences heighten our knowledge, sensitivity and outlook on the issues we face in our business and our lives. I am honored to share your precious time with you.

### **ARMED FOR SUCCESS**

Three weeks ago I had arthroscopic surgery on my right knee. Thirty years of basketball, twenty-five years of skiing and thirty-five years of golf resulted in a meniscus tear and floating cartilage. During the examination weeks before the surgery, I asked Dr. Charles Hope, my orthopedic surgeon if I would be able to dunk a basketball after the surgery. He said yes, if I was able to dunk a basketball before the surgery. ☺ I didn't take his statement as a deterrent but rather a challenge; I told him I was going to play golf in the annual Ryder Cup tournament at PGA Golf Club in Port St. Lucie, Florida three weeks after the surgery. His prognosis was a full recovery of my knee with aggressive physical therapy, but without superpowers necessary to overcome my current vertical limitations. (I'm less than six feet tall). I looked at my surgery as a weapon of mass construction, and I needed to be **ARMED FOR SUCCESS**.

Consistent with most of my **RiseZine's**, I relied on a mnemonic to help you arm yourselves for success.

**A = ATTRIBUTES (SUPERPOWERS)**

**R = RELATIONSHIPS**

**M = MODELING (VISUALIZE YOURSELF IN THAT CHARACTER)**

**Attributes** versus Limitations! Having a positive view of our talents, strengths and abilities predicts successful outcomes in our work and our personal lives. Today we are bombarded over airwaves with insults: statements or expressions that are degrading and offensive. If we have less than high regard for ourselves, we internalize these negative feelings and they become a part of our self-image. Resisting the temptation to follow that negative message that is in your head can be overwhelming; however, with positive self-talk “You can do it!” I played eighteen holes of golf exactly three weeks after the day I walked out of the operating room on crutches. Admittedly, I didn’t shoot my best score ever; but I didn’t shoot my worst score ever, either. There is an awesome power that can be unleashed when you recognize that you have some limitations that can prevent you from being your ‘best self’. After experiencing pain and swelling in my knee after every physical activity for three months before my diagnosis, I realized I had to demonstrate the same positive attitude and resolve I expected of my audiences. Immediately after I delivered a workshop on decision-making for the **Kentucky Public Procurement Association** in Louisville, Kentucky last week, several attendees commented about how they were inspired to believe they could become more successful by identifying their talents, abilities and strengths and working on them. They were arming themselves for success. They committed to magnifying their **Attributes**. As a judge, I tried to take in all the relevant facts and consider all the arguments; but when it was time to “pull the trigger” and make the decision, I would not be intimidated or afraid to make what I thought was the right, even if unpopular decision. To be **ARMED FOR SUCCESS**, you must believe in your **SUPERPOWERS!**

**Relationships!** In order to maximize my chances for a successful recovery I had to select excellent physical therapists and work diligently with them. My friend Ginger Holtcamp recommended Marty Kerr as a physical therapist and he began my rehabilitation three days after my surgery. For the next seven days, Marty pushed me to reach my recovery goals. My wife Joyce was especially supportive and her care expedited my rehabilitation. When I travelled to Florida the next week for vacation, Marty recommended a therapist in Orlando, Dan Flynn, who continued to push me. That’s the value of relationships...they can connect you to resources that can help you achieve your goals. Every morning I sat as a judge in a jury trial, I looked out at that mass of humanity in the jury panel and knew I had to establish a relationship with those involuntary participants who would ultimately serve as jurors. The experience they had in my courtroom may shape their view of the criminal justice system. I wanted them to respect and appreciate the process and ensure that they had witnessed fairness and justice. What was the glue that

formed the basis for that relationship with those jurors? Confidence! I had to believe that my knowledge and experience would result in a fair process. When applying my strengths I achieved the successful relationship I wanted with those jurors. What relationships are you nurturing? Are your clients revealing their unique experiences when you meet them at their office so that you become aware of the sick child they had to leave at home; the angry spouse who is trying to figure out how to pay the electric bill this month; or, the hostile supervisor who told them to mail documents “last week”? When you arrive at your client’s desk or cubicle look around the room for pictures of their children, spouses, and sports trophies; and, ask them about their weekend plans. You may get insights that give you an idea of how you may better serve them. That’s information that you only receive when you build a relationship. **RELATIONSHIPS** are crucial to business development and personal success.

**Behavior Modeling** is when people learn new information and behaviors by watching other people and modeling what they see them doing so they can visualize themselves with the desired characteristic or trait. If you are raising a teenager; have ever raised a teenager; or have ever been a teenager, you have used modeling. I knew I would be able to recover from my knee surgery after seeing how well my friend Donna Williams recovered from her knee surgery. She was climbing up and down stairs and walking smoothly without the sign of a limp. She told me the secret to successful recovery; dedication to physical therapy. Visualizing a picture in my mind of how well Donna walked motivated me as I went into surgery. What behaviors are you modeling? What results are you visualizing?

Good criminal defense lawyers prepare their cases for trial, back to front. They think of the trial ending in the verdict they want and work backwards through the stages of a jury trial visualizing the desired result. At each stage of a challenge, we should ask ourselves what is the best we can hope for, and then start the task of achieving that result through preparation. You will meet the challenges you face by **MODELING** the behavior you desire. Are you preparing for the results you want in your work and life by **ARMING YOURSELF FOR SUCCESS?**

## **WHY I DO WHAT I DO?**

It’s important to start out every day with an “attitude of gratitude” and a “yearning for learning”. It can be inspiring to embrace the adventure of not knowing what each day will bring. When I entered the courtroom every morning never knowing what kind of case, what manner of people, what event I would learn about that day;

it was exciting. Today, when I start out with a blank sheet of paper and create a speech, training or workshop from my experiences and research, it is equally exciting. Roxanne Spillett, CEO of Boys and Girls Clubs stated in a magazine article that “at the end of the day, you can possess all the skills in the world, but if you lack judgment, you’re not prepared to make tough calls, especially during a crisis”. We all are judges, making “judgments” in our daily lives; utilizing our **SUPERPOWERS** to take on all the challenges and opportunities in life. **ARM** yourself so you will be best equipped to meet those challenges and opportunities to maximize your attributes, build relationships that nurture and model behaviors that contributes something positive to this planet and leaves your imprint.

**ARM YOURSELF FOR SUCCESS!**

**“Do just once what others say you can’t do, and you will never pay attention to their limitations again.”** James R. Cook.

Can’t your organization use a healthy infusion of inspiration, motivation or training in Leadership, Decision-Making, Communication, Ethics or Team-Building? I can provide a keynote, workshop, seminar or individual coaching tailored to meet your needs and help you and your team **RISE**. Email [Beau@PleaseRise.com](mailto:Beau@PleaseRise.com).

Judge Beau Patterson

PO Box 24008

Hilton Head Island, SC 29925-4008

(843) 342-7473

Facsimile: (843) 342-7470

*“Actually, it’s not that most people don’t have much and they just want a little; it’s that they have it all and they just want a little.” -Anonymous*

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