



# **RiseZine**

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Welcome to **RiseZine** my quarterly electronic magazine (ezine) that can help you solve problems in your business and your life. It is my desire to bring you inspiration from the 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 will heighten your knowledge, sensitivity and outlook on the issues you face in your business and your life. I am honored to share your precious time with you.

### **THE MAGIC BULLET!**

Have you ever had one of those moments that appear to be serendipitous; that is, you feel like the Universe is sending you the most complete and perfect solution to a difficult problem you are facing? Or, are there occasions when you read or see something that sets you on a path to a destination that you didn't know you were seeking and you make an amazing discovery? When I sat down at my computer thinking about what I would write for this **RiseZine** I opened my email inbox to read my daily inspiration from [Theuniverse@tut.com](mailto:Theuniverse@tut.com) and found the following:

*“When you focus upon anything, Beau, it's like a call goes out to every corner of the Universe, summoning ideas, strength, courage, insight, resources, and whatever else is needed to complete the laser beam of your concentration. If it's an answer you need, it will be forthcoming. If it's a choice you have to make, your options are calculated and recalculated under each scenario. If circumstances need to be arranged then every soul on the planet is consulted. And if it's help you need...we're already there. When you focus upon anything at all...*

*Not bad, huh?      The Universe”*

At once, I knew what I would write about. Over the last two weeks, I had been listening to an audio book by Michael Connelly called “The Brass Verdict”. It was recommended by the Gordon, the reference librarian at our library. It is the sequel to Connelly’s New York Times best-selling novel “The Lincoln Lawyer” that was made into a very popular movie last year starring Matthew McConaughey. The audio book captured me from the first chapter. The main character in this series, criminal defense attorney Mickey Haller, operates his law practice from the back seat of a Lincoln sedan. In “The Brass Verdict” attorney Haller inherits a high profile murder trial when an old friend, defense attorney Jerry Vincent is killed and Mickey takes over Vincent’s caseload. With just nine days to prepare for trial, Mickey goes “off the grid” (into intense 24/7 preparation that will focus the brain) seeking what he calls the “**Magic Bullet**” for his defense. The “**Magic Bullet**” is when all your effort leads to evidence or facts that link together all the pieces of the puzzle in your case and opens the door to a theory for you to succeed at trial. It is like an epiphany; your brain receives the charge and the solution to your problem appears before you. The “Brass Verdict” took me back to my days as a criminal defense lawyer for the Colorado State Public Defender and the United States Federal Defender and how I experienced this amazing phenomenon.

I began to study this amazing phenomenon. Let me warn you that there are no short cuts to finding the **Magic Bullet**. **First**, you engage the Reticular Activating System (RAS), the automatic mechanism inside your brain that brings relevant information to your attention. To engage the RAS you need sharp focus. Napoleon Hill, personal development and motivational self-help author said, “We can achieve any realistic goal if we keep on thinking of that goal and stop thinking about negative thoughts. Of course, if we keep thinking we can’t achieve a goal, our subconscious will help us NOT achieve it.” I say, “If you think you can or you can’t, you’re right.” Have you ever heard your name or flight number called over the public address system in a crowded airport? Suddenly, your attention is fully alerted. That’s the Reticular Activating System (RAS) at work. You can achieve your goals by deliberately programming your Reticular Activating System (RAS) sending specific messages from your conscious mind. **Second**, you must engage the Prefrontal Cortex of the brain. Miller, Freedman and Wallis, in an article for the Philosophy Review of London entitled “The Prefrontal Cortex” (2002), said the brain region that has been implicated in the planning of complex cognitive

behavior for goal achievement and decision-making, is the prefrontal cortex (PFC). “The basic activity of this brain region is considered to be the orchestration of thoughts and action in accordance with internal goals.” It’s no secret that, like Mickey Haller in the “Brass Verdict”, you must give your undivided attention to your goal in order to engage the PFC. Sharp focus enhances goal-directed activations and inhibits irrelevant activations. When the light bulb goes on, you know you have found the “**Magic Bullet**”. It may happen during your preparation for achieving your goal or during the completion of the task itself; but it must happen for you to succeed.

The magic bullet is not specific to defense attorneys. World class athletes, real estate agents, business owners, financial advisors and educators all have to make choices and live with them, and there are consequences for failing to make the correct decision or finding the solution to the “puzzling” issue. In the fourth quarter of this year’s Super Bowl, New York Giants quarterback Eli Manning found his wide receiver Mario Manningham with a perfectly thrown ball for the game-winning possession. Manning prepared for that pass hundreds of times and when that split second opportunity presented itself, he unleashed that “**Magic Bullet**” that propelled them to victory and they defeated the New England Patriots to become the World Champions of Professional Football.

Many people wonder how a lawyer can represent some of those “characters”. The Colorado Attorney’s Oath of Admission to the Bar, must be taken before any lawyer can step before the bar, and requires: “[I] do solemnly swear that... I will never reject, from any consideration personal to myself, the cause of the defenseless or oppressed; (and) faithfully and diligently adhere to the Colorado Rules of Professional Conduct.” I was duty-bound to represent my clients zealously, and I wanted to succeed in that effort. Defendant’s charged with crimes are result-oriented; they want to WIN! As their attorney I needed to be result-oriented if I wanted to be successful. A criminal defense lawyer in those sensational cases always prepares his cases for trial with one end in mind, a not guilty verdict. I, too, would work “off the grid” and rise at 2:00am when my family was asleep and work to find the **Magic Bullet**.

As a defense attorney, I represented some of the most skillful defrauders, con men and extortionists in criminal history. Many years ago I was defending a client

charged with criminal extortion- The obtaining of money or property of another without his consent induced by use or threatened use of force or violence. In order to be successful in that case, I knew I needed to be able to give a closing argument that would sound like this: “Ladies and Gentlemen of the jury, the alleged extortion was really a mask to hide the victims desire to have his wife murdered. The victim’s cousin, the lead detective investigating this case, helped to cover that deception by prosecuting Kenny Loggins. In fact, the victim hired my client to kill his wife. When my client fooled the victim and took his money without killing his wife, the victim claimed he was being extorted.” I represented Kenny Loggins (not his real name) in that case where I wanted to be able to give that closing argument. In order to have the pieces of the puzzle fit together in a way that would make that argument plausible, I had to find the magic bullet. When I prepared for cases like Kenny Loggins’, I thought about that great old song from 1959 by the Shirelles, “Dedicated to the One I Love” where they sang that memorable line “the darkest hour is just before dawn.” When there appears to be no answer in sight and you want to give up, persevere and you will find the “**Magic Bullet**”.

Mickey Haller spent the better part of the 9 days he had before trial looking for the magic bullet. He wanted to go into trial with the inescapable conviction that he would not lose. In “The Brass Verdict” Haller found his **Magic Bullet**. He was going to be able to establish that the trace metal detection test (TMDT) that proved his client had fired a weapon the night of the murder had been transferred to his clothes and hands while he was riding in the back seat of the police car after his arrest. It was because he was willing to work intense, uninterrupted sharp focus that he found the solution to his case. In my extortion case, I was unable to discover a **Magic Bullet** before the trial started. After the prosecution rested its case, Mr. Loggins took the witness stand and testified in his own defense. After my client testified, the prosecution produced a rebuttal witness (about whom I had no knowledge) whose testimony contradicted my client’s testimony. The rebuttal witness said he was the defendant’s cousin and was riding with him when my client followed the victim’s wife in her car. He also referred to a written statement he had given where he said my client had received money from the victim. While the rebuttal witness testified, I asked my client to give me some information about this witness. Mr. Loggins said “My cousin can’t read or write and he has been in the psychiatric hospital several times.” **The light bulb came on!** When it was my

turn to cross-examine the rebuttal witness (my client's cousin) I asked him two questions:

1. If that is the statement that you referred to in your testimony read it; and,
2. Were you ever committed to the State Psychiatric Hospital for a mental disease?

Before I closed my briefcase and put the papers on the defense table away, the Bailiff said the jury had reached a verdict. The jury found my client Not Guilty. Because I had prepared extensively; engaged my Reticular Activating System and Prefrontal Cortex, I was ready to use the information that came to me in the form of questions to undermine the damaging testimony of my client's cousin...and unleash the **Magic Bullet**. When you prepare yourself for the tasks you take on in your business or life with sharp focus, you will heighten the Prefrontal Cortex and engage your Reticular Activating System and find "**The Magic Bullet**".

T. Alan Armstrong said "Champions do not become champions when they win the event; but in the hours, weeks, months and years they spend preparing for it. The victorious performance itself is merely the demonstration of their championship character. When you spend the time preparing for your event, you will capitalize on the power of your mind and the universe will give you the greatest opportunity for your success

Now you have "**The Magic Bullet**"!

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**.

Judge Beau Patterson

PO Box 24008

Hilton Head Island, SC 29925-4008

(843) 342-7473 Facsimile: (843) 342-7470 Email [Beau@PleaseRise.com](mailto:Beau@PleaseRise.com).

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