

MODULE 4

✦ TO USE THE INTERACTIVE FIELDS IN THIS DOCUMENT,
PLEASE DOWNLOAD AND OPEN WITH [ADOBE READER®](#)



NEW LAW
BUSINESS
MODEL

GENERATING POSSIBILITIES: WHAT ARE THE REAL RESOURCES AVAILABLE TO YOU?

You have been doing some seriously powerful work. Congratulations!

At this point, you now know what the life you really, really, really, REALLY want looks and feels like, how much income you need to be generating at each of the four dimensions to have that life, and where you are now and how much you need to charge per revenue generating hour to reach your financial and time goals and ensure you are not giving away your time unconsciously or due to old patterns of lack and limitation.

If you don't know these things yet, stop and go back to the prior modules before moving on. Or keep moving forward with a clear intention to revisit the prior modules when you are inspired. Perhaps getting a clear sense of the hidden resources waiting for you to activate them will be just the motivation you need.

Today, we are ready to look at the resources you have available to create the life and law practice you really, really, really, REALLY want.

You may have been conditioned to think about resources from a place of lack and scarcity and not enoughness. The truth is, you very likely have far more than you think you do, and you would not be given the desires you have unless you have the potential to see them realized.

It's time to see all of the resources available to you, especially those that have been hidden from you up until now due to old economy paradigms or the consumer mindset we are ready to shift!

Begin by making a list of all the resources you have available using this workbook. It's very likely you will see options listed that you've never considered before. That's because we are going beyond the traditional understanding of what resources truly are.

Simply check the resources we've listed that apply to you, and add whatever else you can think of that even might be a potential resource for you.



What are the REAL resources available to you?

- Skills
- Ideas
- Talents
- Gifts
- Services offered
- Time
- Current income
- Retirement accounts
- Home equity
- Other real estate equity
- Savings
- Investment accounts
- Personal checking account
- Other saleable assets
- Available credit via personal credit cards
- Good to high credit score to access business credit (check your credit score and list it here: _____)
— either your credit score, or if yours isn't over 720, then a friend or family member's credit score who wants to invest in you using their access to business credit
- Corporate credit
- Business loans
- Family or friends with money in savings
- Family or friends with money in retirement
- Family or friends with good credit scores
- Gifts from family or friends
- Accounts Receivable:
- Other: _____
- Other: _____
- Other: _____

Remember: **you very likely have more than you think you do.** And, your *most* valuable resources are inside of you → you graduated from law school, passed the bar and have a hugely valuable service to offer the people in your community.



So let's get clearer about what these resources could look like for you and how you could leverage them. If a category does not apply for you (although the first 4 will apply to everyone) skip it.

SKILLS

Describe your skills. What are they? What knowledge have you acquired and what activities do you thrive at? What specific skills do you have that would allow you to serve a client better or different than any other lawyer or an online service?

How could you leverage your skills to build a law practice you love? How can your skills support you in creating your vision, and what resources do they make available for you?

IDEAS

What ideas do you have about how you could be serving your clients better than any other lawyer or an online service? Where are they in development? What could your ideas make possible in the world, and in your law practice?

How could you leverage your ideas? How can your ideas support you in creating your vision, and what resources do they make available for you?



TALENTS

Describe your talents. What are they? What are you naturally good at? What are your biggest strengths that yield results for you, both in your law practice and otherwise?

How could you leverage your talents? How can your talents support you in creating a law business you love, and what resources do they make available for you?

GIFTS

Describe your natural gifts. What are they? What can you do better than anyone else in the world without even trying? (It's likely you have a hard time seeing these because they come so naturally, so ask others for insight into these gifts of yours).

How could you leverage your gifts? How can your gifts support you in creating your vision, and what resources do they make available for you?



SERVICES OFFERED

Are there services that you are currently offering to the world, or services you desire to offer? What do they look like and what outcomes do they provide? This can include your legal services or otherwise.

How could you leverage these services? How can the services you offer support you in creating your vision, and what resources do they make available for you?

TIME

By now you should have completed the time-bending module of the Money Map and are in right relationship with your time so you know what you have available. What are the total amount of hours you identified that you can allocate towards your business/revenue-generating activities? How many of those hours generate income for you?

How could you leverage those available hours? How can the time you can contribute support you in creating your vision, and what resources does your time ultimately make available for you?



CURRENT INCOME

Are you currently doing work (through legal services or otherwise) that generates income? Are you generating more income than your expenses? If so, how much of your current income are you able to contribute towards financing and building the life and business you desire?

RETIREMENT ACCOUNTS

Do you currently have retirement account(s)? What type of accounts are they? How much is in each account? How can you access these accounts with least cost?

HOME EQUITY

Do you currently own a home and have home equity available? If so, how much is potentially available to you?

OTHER REAL ESTATE EQUITY

Do you currently own additional properties and have equity available? If so, how much is potentially available to you?



SAVINGS

Do you currently have money in a personal savings account? What is the total amount in savings you have available?

INVESTMENT ACCOUNTS

Do you currently have investment account(s) you could tap into? What type of accounts are they? How much is in each account? How can you access these accounts with least cost?

PERSONAL CHECKING ACCOUNT

Do you currently have money in a personal checking account? What is the total amount you have available?

OTHER SALEABLE ASSETS

Are there tangible items of value you own that you could sell? Which ones, and approximately how much do you think you could generate from selling those assets?



AVAILABLE CREDIT VIA PERSONAL CREDIT CARDS

Do you currently have credit cards with credit available? Which ones, and how much credit is available?

BUSINESS CREDIT

Are you interested in securing business credit at 0% for 6-18 months? If so, how much would you like to secure? What actions would you need to take to become as desirable a lending option as possible?

If your credit score is not at least at a 720, who do you know that would want to invest in you using their credit score, if they knew that it would not affect their own personal credit score? What would they have to know to be true in order to be a yes to securing you business credit to invest in your law practice?

BUSINESS LOANS

Are you interested in getting a business loan? If so, how much would you like to secure? What actions would you need to take to become as desirable a lending option as possible?



FAMILY OR FRIENDS WITH MONEY IN SAVINGS

Do you have friends of family that would be excited to invest in you, your future, and your contribution to the world through leveraging their savings? Who would they be? What level of an investment would they potentially be able to loan you? What percent interest rate would you want to establish? What kind of information would they need to see and understand in order to be inspired to support you?

FAMILY OR FRIENDS WITH MONEY IN RETIREMENT

Do you have friends of family that would be excited to invest in you, your future, and your contribution to the world through leveraging their retirement? Who would they be? What level of an investment would they potentially be able to gift you? What kind of information would they need to see and understand in order to be inspired to support you?

FAMILY OR FRIENDS WITH GOOD CREDIT SCORES

Do you have friends of family that may not be able to loan you money, but could loan you their credit score and tap into the business credit system to access credit for your business that would not affect their credit score as long as you were making your payments on time? Who would they be? What amount of credit might they be able to offer? What kind of information would they need to see and understand in order to be inspired to support you?



GIFTS FROM FAMILY OR FRIENDS

Do you have friends of family that would be excited to invest in you, your future, and your contribution to the world by offering you gifts that would support your vision? Who would they be? What would they potentially be able to gift you? What kind of information would they need to see and understand in order to be inspired to support you?

ACCOUNTS RECEIVABLE

Do you have money owed to you in your Accounts Receivable? If so, how much? And what is your plan to collect that money?

OTHER

What other resources have you identified? Do you have a partner that provides financial support? Another business already operating that you can draw revenue from? Do you own any property that you rent out? What do they look like, and how can you leverage them? What outcomes would those resources provide for you?



BEFORE MOVING ON FROM THIS SECTION:

Now that you have a clearer understanding of the resources available to you, spend a bit of time here getting clear on and crystallizing exactly how you want to invest these resources in creating a law practice that truly works for you and your clients:

How much do you want to invest? And how will that investment provide a return to you?

Wow. That's some profound work you've just done. You're getting clearer on all of the ways the world is already aligned to support you build the life you really, really, really, REALLY want and the Great Work you have to contribute.

