



The Law Offices of Marc L. Shapiro, P.A.

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New Year, Same Fears

How I Stay Motivated to Accomplish My Goals



It's a familiar maxim that you should have a goal that scares you. Unfortunately, a goal you're too afraid of can lead you to quit before you even start. Many people fall into this trap every year with their New Year's resolutions. To succeed, you need the tools to work through the fear and see the truth.

My office has grown quite a bit over the past four or five years, and one of the main reasons for that is because I've also grown. A business can only advance as far as its leader and their mindset can take it. That's why I have a standing yearly goal to work on myself and have several coaches who help me develop personally and professionally. The person I am today got me this far, but he can't help me get further.

It's a process, and I'm always learning. I've found that a lot of fear is our minds playing tricks on us. If you let them, the doubt, worry, and uncertainty can cause you to move away from what you want in life and settle for something less.

One of my coaches says that everyone filters other people's actions and words through their subconscious. For example, a person might make a simple request of you, but your filter interprets it as disrespectful, dismissive, or rooted in ulterior motives. The key is to see past your gut reactions to what is really there.

Leland Val Van De Wall once famously said, "The degree to which a person can grow is directly proportional to the amount of truth he can accept about himself without running away." These are wise words that have taken me years to accept.

A business owner might hear a customer say they've had a bad experience and think, "That person is crazy — they're just a troublemaker." I used to do that, but I now look at it differently. If someone had a bad experience, I want to know about it because, otherwise, I can't change it. I no longer blow off feedback because I realize that if one person had a negative experience, others probably did, too. It's hard to hear criticism, but it's also necessary. When you can't accept feedback, you can't improve — and ultimately, you get stuck in mediocrity.

People also justify in their minds that they don't really need to achieve more than they already have. It's a way to rationalize the fear of failure and how many people drop their goals before ever giving them a real chance. To bypass that mindset, a different coach asked me to pick a charity I care deeply about and promise 10% of my profits. Now, when I don't meet my goals, that charity suffers. It creates a different perspective — and if you're the type of person who has trouble doing things for their own benefit, it's another way to inspire motivation.

Today, I measure my success in the number of people I can help. It would be easy to set a goal to make so many millions of dollars in revenue. But when I instead decide to assist a certain number of people through their cases and win the compensation they deserve, I've found that financial and business success naturally follows.

Whether you're trying to meet a personal goal or expand your business, trepidation is natural, but you must remember it can be overcome. Fear can keep us safe, but it can also hold us back. To succeed, you need to learn to distinguish between fear that's serving you well and fear that's sabotaging your goals.



Marc L. Shapiro

Skills That Enrich Us

THE IMPORTANCE OF HAVING A HOBBY

January is National Hobby Month, and since it falls at the beginning of the year, it's the perfect time to try something new! Hobbies add variety to your life and ensure you aren't just living to work, so to speak. The best way to find a hobby you enjoy is to be open to new things. Whether it's gardening, reading, drawing, running, fishing, crafting, or even beekeeping, finding an activity you enjoy is important. Here's why!

HOBBIES ARE STRESS RELIEVERS.

Hobbies offer a healthy escape from your busy lifestyle by keeping you engaged in something you find pleasure in. Instead of just relaxing on the couch and turning off your mind for a bit (which is totally acceptable sometimes), hobbies allow you to remain mentally productive while winding down at the same time.

HOBBIES ALSO PROVIDE EUSTRESS.

Believe it or not, one type of stress is deemed beneficial: eustress. If you aren't overly stressed and are feeling a little under-stimulated, a hobby can provide activity for both your mind and body to keep you feeling excited about life and ready to take on new challenges and adventures.



HOBBIES OFFER A SOCIAL OUTLET.

Some hobbies involve group activities, such as bowling, sports teams, book clubs, and even wine tasting. Connecting with others offers the social support humans depend on to lead a healthy and fruitful life. Who knows? Maybe you'll find some great friends who share the same passions as you!

HOBBIES DEVELOP PATIENCE.

When you take on a new hobby, you are tasked with learning something new. Whether you're practicing a new instrument, learning a different language, or figuring out how to make jewelry, a learning curve is involved. Building new skills takes patience, a very important attribute for success.

Finding a hobby that suits you may take some exploration and trial and error, but it is all in good fun! Make it your goal to try something new or learn a new skill each month until you find something that sticks. Once you do, you're sure to find that hobbies are both enjoyable and enriching!

Why You Should Hire a Lawyer After a Car Accident

A car accident is a traumatic event. Even with most minor collisions, those involved have to deal with the headaches of collecting insurance information, filing a claim, and repairing the damage to their cars. In the worst cases, a person has suffered a significant injury, missed work, and seen their vehicle totaled. Amid the stress, many people don't think about hiring a lawyer.

That can be a grave mistake. It's tempting to leave the details up to the insurance company, but they're in the business of reducing their liability and paying out as little as possible. An experienced attorney knows the ins and outs of the legal system and the insurance process, and they're in a much better place to assess the payout you deserve — and help you secure it.

Hopefully, your case won't end up in court. But if it does, you'll want as much of a head start as possible. A car accident lawyer can help avoid the pitfalls an unrepresented victim may encounter. Plus, evidence can disappear quickly — the earlier you have an expert by your side, the better your case will be.

What if you only have a minor accident or "fender bender"? Yes, you should still contact an attorney. Though you may feel fine and the dent may look minimal, you don't know what will happen in a couple of weeks. What appears to be surface damage to your

vehicle could be hiding a more extensive issue underneath. And that headache or sore back can suddenly get worse after you thought you were out of the woods.

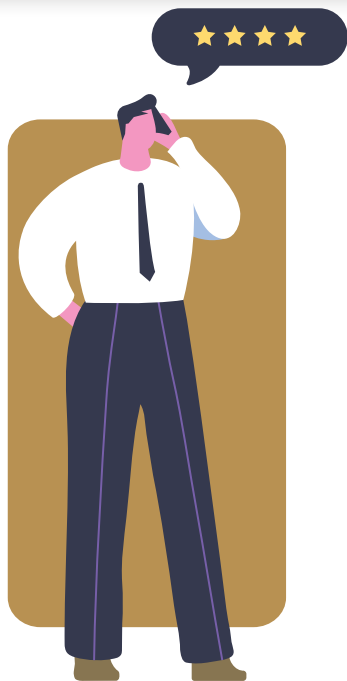
Ironically, it's also often more difficult to determine and prove fault in a fender bender than in a major accident. Minor accidents usually involve slow speeds and subtle driving errors, making it trickier to determine what happened. Further, bystanders are less likely to stop in a minor accident, giving you fewer witnesses to corroborate the events.

While we hope you never have a car accident, we also hope you'll choose an experienced car accident attorney if you do. Our skilled and dedicated legal team can give the guidance you need and ensure you receive the compensation you deserve. We're always available for a free consultation.



'Honesty, Integrity, and Stellar Communication'

WHAT OUR CLIENTS ARE SAYING



"Working with the experienced team at Marc Shapiro helped make a stressful situation much more palatable. In particular, my conversations with Aly were a constant reminder that I was in professional, skilled, and caring hands. This law firm values transparency, honesty, integrity, and stellar communication. I had many questions, and they were always answered with respect, kindness, and assurance. I highly recommend *The Law Offices of Marc Shapiro, P.A.* for all of your legal needs."

-Richard L.

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DEEP-FRIED NEW YEAR'S 'COOKIES'

WHAT DO YOU GET WHEN YOU MIX A COOKIE AND A DOUGHNUT? A PORTZELKY! THIS TRADITIONAL MENNONITE "NEW YEAR'S COOKIE" IS PERFECT FOR SHARING.

Inspired by MennoniteGirlsCanCook.ca

Ingredients

- 2 tbsp yeast
- 1/2 cup water, warmed
- 1/2 cup and 1 tsp sugar, divided
- 5 eggs, beaten
- 1/4 cup butter, softened
- 2 1/2 cups milk, warmed
- 1 1/2 tsp salt
- 4 cups raisins
- 7 cups flour
- 4 cups canola oil

Directions

1. In a large bowl, combine yeast, water, and 1 tsp sugar. Wait 10 minutes.
2. Stir in remaining sugar, eggs, butter, milk, and salt.
3. Fold in the raisins and flour. Cover the bowl with plastic wrap. Let the dough rise for an hour.
4. In a high-sided pot or deep fryer, heat canola oil to 340 F. Line a plate with paper towels.
5. Drop a rounded tablespoon of dough into the oil. Fry until golden brown, then set aside on the plate. Poke the cookie with a toothpick. If the toothpick comes out clean, it's cooked through!
6. Repeat until the batter is gone.

Word Search



BLANKET
CARNATION
COLD
EMMYS

FOOTBALL
GARNET
JANUS
MITTENS

PARADE
RESOLUTION
SNOW
WORKOUT



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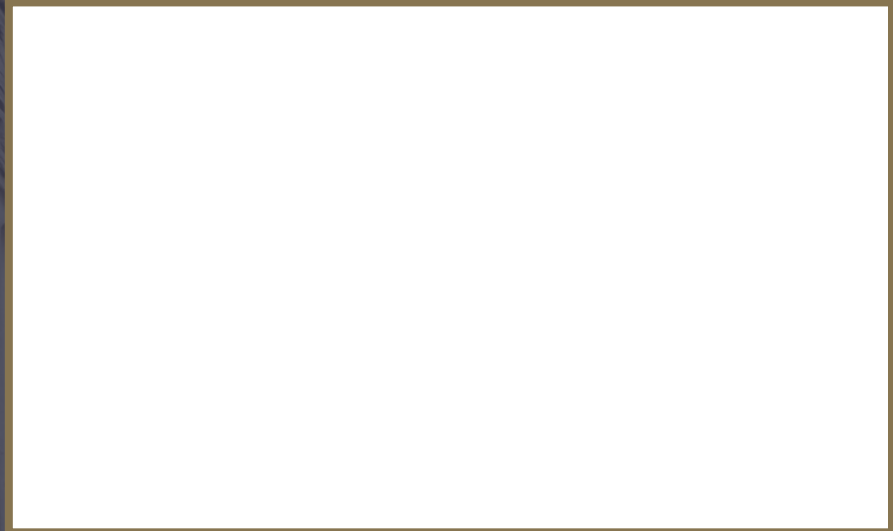
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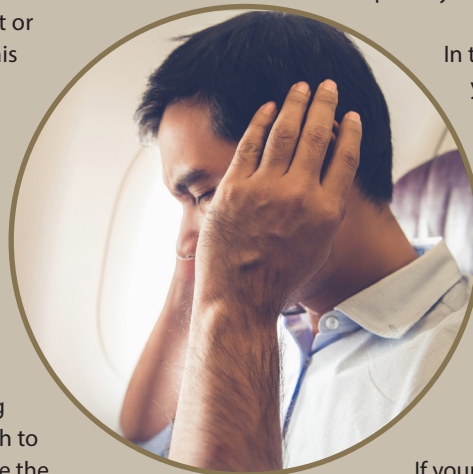


Airplane Ears

The Science Behind Your Ears Popping on Flights

When it comes to flying on an airplane, you can avoid cramped legs by upgrading to first class or catch a view by picking the window seat. However, there's no getting around your ears popping during takeoff and landing. Believe it or not, there is a scientific explanation behind this common annoyance.

As you read this, you're likely not on an airplane, and the air pressure on either side of your eardrums is equal. Air is currently passing right on through your eustachian tube, a narrow passage that leads from your middle ear cavity to your pharynx and allows for pressure to be equalized on each side of your eardrums. When you're in flight on an airplane, air pressure is not equal. During both ascent and descent, your eardrums stretch to try to adapt to the changes. In order to equalize the pressure, your eustachian tube needs to open and close. When it does, your ears pop!



Usually, the ear popping is irritating but nothing more. However, in rare cases, the pressure can lead to ear pain and even loss in hearing, especially if your ears don't pop.

In this case, you may need to make an effort to get your eustachian tube to open by yawning, talking, or swallowing. Sucking on a piece of candy, swallowing some water, or chewing gum may also help! One of the best things you can do is make sure you are not sleeping as the airplane takes off or lands because your eustachian tube isn't able to open and close normally. If you commonly struggle with congestion or sore ears on flights, taking a nasal decongestant before you board may ensure that your eustachian tube is not blocked.

If your hearing and ears do not return to normal shortly after the flight, be sure to schedule an appointment to see your health care professional as soon as possible.