

Contact

Houston

1200 Smith Street, Suite 1400
Houston, Texas 77002-4310
Tel: 713.658.1818
Fax: 713.658.2553

Atlanta

191 Peachtree Street, N.E.,
Forty-Sixth Floor
Atlanta, Georgia 30303
Tel: 404.659.1410
Fax: 404.659.1852

Philadelphia

300 Conshohocken State Road
Suite 570
West Conshohocken, PA 19428
Tel: 610.772.2300
Fax: 610.772.2305

San Antonio

112 East Pecan Street, Suite
1450
San Antonio, Texas 78205
Tel: 210.253.8383
Fax: 210.253.8384

Lawyers Like Learning; Good Mentors Like Teaching

The Daily Report

October 12, 2018

In an article published by the Daily Report on October 12, Scot Kirkpatrick, who has mentored dozens of young lawyers over the years, shares his insights for mentoring success.

One of the first rules of practice development is that, you have to bring the younger people along, says Kirkpatrick. An essential part of growing a practice is mentoring.

He shares that new lawyers can take five years to really get their feet wet, and he expects them to study hard and ask questions. In return, Kirkpatrick puts in the time to tutor the new lawyers in the finer aspects of tax, partnerships, trusts and state corporate codes.

Additionally, Kirkpatrick is a firm believer in having young lawyers tag along when he visits clients, as well as the CPAs and financial advisers who are a source of referrals. This is mainly an exercise in watch and listen, and it is enormously helpful in learning how to talk to clients. My partner, Tom Jones, says legal marketing boils down to convincing a potential client who has a problem that you are the one who can solve it for them, shares Kirkpatrick. Client meetings are where those skills are learned.

Finally, Kirkpatrick stresses that it is important to remember that the law remains an apprenticeship system. People who go to law school usually like to learn. I think its important for all of us senior lawyers and younger lawyers to embrace this culture of learning.

For the full article, subscribers to the Daily Report may click [here](#).