



YOUR BEST LIFE

Honest. Excellent. Real.

JAN - FEB
2023

LEARNING TO LISTEN

I think in this day and age; it is important to realize and quietly grade ourselves on how good of a listener we are. I have found that even those who think they are good listeners are really not that good at it. If you want to make people happy, let them talk. Let them talk about themselves. Dig deeper into what they have to say about themselves, and don't turn the attention to yourself.

I had the good fortune of being selected to attend the Gerry Spence Trial Lawyers College (TLC) in 2012. One of the weirdest things we did was to grab a partner, go out in a field, turn our backs to our partner, let them talk, and affirm everything they said. We were taught to dig deep into their thoughts. We did not disagree or challenge them while they were getting their thoughts and ideas out. We asked them to "[T]ell me more about that!" or "Wow, that must have been (frustrating/exciting/scary)." We learned never to speak about ourselves unless asked. There is power in not gushing all about yourself just because someone is telling you about an experience or job they have. Show restraint and wait until you are asked. And realize that if the question never comes, it is okay. You will make it through the day.

As a trial lawyer, this skill is extremely important and one that I use daily, especially when trying cases. I remember watching a new lawyer pick a jury once, and she was asking the jury panel about prior car wrecks. One lady in the back stated she had been in one, and her son was killed in that wreck. The next question was not one of empathy but rather, "Did you feel the need to file a lawsuit after that?" It was a painful moment to sit through and watch.

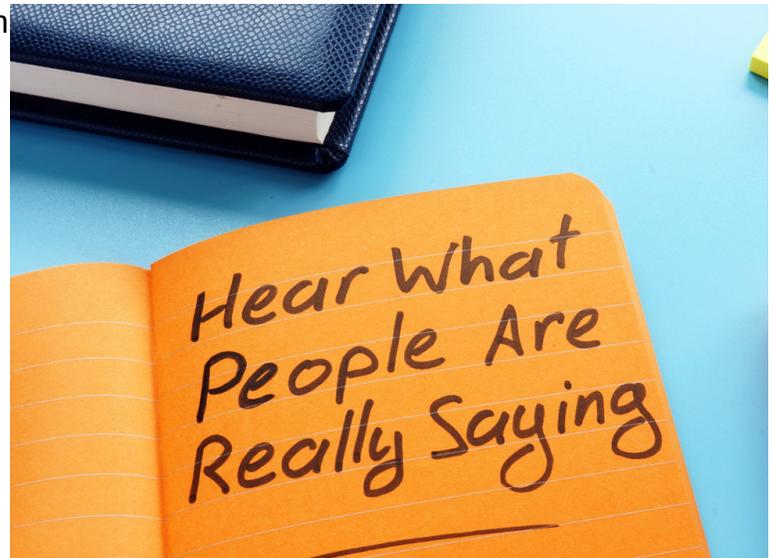


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This poor lady is in tears answering questions about her son's death, and there is no empathy, no feelings, no "I'm so sorry." Just more information gathering. I wanted to get up and hug that poor lady. I use this as an example for my lawyers. Listen, be a human first, and love our fellow man or woman. You love people by listening to them and putting their needs before your own.

I also realized that we all learn through analogies. Listen to someone sharing a new experience that is foreign to the listener. For example, if you hear a person tell you about their trip to Kauai, Hawaii, and you have never been, you might want to know what that is "like." If they went diving in a shark tank, you might ask, "Tell me what that was like." Or sky diving, or a new brand of coffee ("What does that taste like.") Jesus speaks in parables that are similar to analogies.

These listening techniques did not come naturally to me. Sometimes I have to be more intentional about listening. Especially at home when I want to "turn off my brain." My wife can attest that I can be a terrible listener at times. I challenge you to think about this. Sit down with your spouse or child with the intention of getting them to tell you all about their day. Dig deeper into what they tell you. Use a bunch of "tell me more" and "what was that like?" questions until the subject is exhausted.



Don't talk about yourself unless asked. Look at the joy and understanding that it will bring you, and mostly to them.

"A fool takes no pleasure in understanding but only in expressing his/her opinion."

Proverbs 18:2

Or as my momma always said, God gave you 2 ears and one mouth for a reason.

A handwritten signature in blue ink, appearing to be "John Griffith".

Sheet Pan Meals

Sheet pan meals are a great way to save time, feed your entire family, and stick to your New Year's resolutions. The best part about it? The minimal clean-up!

SERVES: 4

PREPPING TIME: 15 MIN

COOKING TIME: 30 MIN

Ingredients

Choose a Protein Source - 4 Chicken Thighs, 4 Chicken Breasts, 4 Pork Chops.

Choose a Starch - 2 Sweet Potatoes, 2 Russet Potatoes, 2 Golden Potatoes

Choose a Vegetable or Two- Carrots, Broccoli Florets, Brussel Sprouts, Bell Peppers, Red Onion



Directions

1. Start by pre-heating your oven to 450 degrees F.
2. Wash and chop the starch and vegetables of your choice. Put your starch and vegetables into a small bowl and drizzle with olive oil, salt, and pepper (Optional: Onion Powder, Garlic Powder, Paprika) and mix.
3. Clean and prep your protein of choice and season with olive oil, salt, pepper, and other seasoning to taste.
4. Line a 15x10-inch baking sheet with tin foil or parchment paper and spray with a non-stick cooking spray. Arrange your protein in the middle of the pan with the starch and veggies surrounding it. Roast for 15 minutes, and then turn over the protein, starch, and vegetables and roast for another 15 minutes.

JANUARY'S RAVING CLIENT OF THE MONTH!

“Jonathan and Nathan went above and beyond to make our case as painless as possible. They stayed in communication with us and explained everything in detail every step of the way. We were pleased with how they represented us with integrity. Everything from start to finish exceeded our expectations. We can't speak highly enough about our experience with Griffith Law.”

-Jeremiah Davidson, Fayetteville, TN



For a chance to be featured as a RAVING Fan of the Month, please leave an online review on Google, Yelp, or Facebook.

INSIDE

January & February | 2023

Learning to Listen

PAGE 1

Learning to Listen: Continued

PAGE 2

Sheet Pan Meals

PAGE 3

RAVING Fan: Jeremiah Davidson

PAGE 3



Happy New Year!

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