

PREVENTING LAWYER BURNOUT INVESTING IN PEAK PERFORMANCE

May 4, 2023
Mark Metzger



12:15-1:00 pm ET

MARK METZGER

ATTORNEY & PRACTICE ADVISOR

- Mark Metzger, is uniquely equipped to help other attorneys as they build their marketing, profits, clientele, team, and ultimately their firm
- With more than 33 years of experience practicing law, Mark draws on his extensive experience in building a successful firm to help others do the same
- His success led him to become our first Adjunct Practice Advisor so that he could not only share the Atticus practice management processes that brought him success but utilize his inherent talent for teaching others
- Achievements: Built his practice to several multiples by streamlining processes and customer care and then several more by adding staff



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INTENTION

Help you have a breakthrough in how you look at your peak performance and how it influences your practice

THE MASTER JUGGLER

Stress of the cases

The business

Your life



“The best defense is a good offense”

Investing in your peak performance



ELEMENTS OF PEAK PERFORMANCE

- Energy level
- Planning and thinking about peak performance as a strategy
- Fuel for peak performance
- Fitness and physical well-being
- Overall health status
- Spiritual and mindfulness practices
- Key relationships
- Focus and mindset

Burnout to Breakthrough™



Name: _____

Date: _____

	Burned out	Exhausted	Sustaining
Criteria	1	2	3
My energy level	I am surrounded by idiots. I am so tired, and everyone is stupid. I am burned out.	I am struggling to stay focused. Each day feels like a slog. I am frustrated.	I am okay. I think there is a possibility that things will be okay.
Peak performance strategies	My strategy is to run, hard, fast, and long until I can't run further. There must be a finish line somewhere and I will keep running until I find it or collapse.	I am aware that I may be on the verge of burnout, but I see some time off or at least have a recovery plan for a day, soon.	I am getting a balance and starting to recover my energy. I am hopeful to keep the momentum and not go backward.
Fuel for performance (nutrition)	I am working so hard that I reward myself with food indulgences like a dog that performs for a treat. My mouth is for stress relief.	Some days I treat my body like a temple. Other days I treat my body like a garbage dump. I am inconsistent and do what I can to get by with caffeine and energy drinks.	I am progressing. At least half of the time I am fueling myself with quality nutrition.
Fitness and physical well being	I have no time to exercise. I must work. I need to sacrifice for my practice. Nobody understands how important I am. My BMI is BS-I don't care.	I am making progress. Not thrilled with it, but I am starting. I have a plan to increase my fitness. My BMI is not so good.	I am doing well. I am consistently exercising. My BMI is above where I need it to be, but it is less than what it was!
Overall health or status of my health care	I am recovering from injury, illness or dealing with a medical, dental, or physical issue(s). I am in pain.	I am coming out of a health issue. I feel recovered and starting to get confidence to improve my health.	I am making progress. I have most of my medical, dental, and physical issues under control. I do have something I need to address however, I am procrastinating.
Spiritual and mindfulness practices	I got no time for this type of stuff. It is voodoo mumbo jumbo. If I did do this, I would lose my edge.	I am inconsistent. When I do practice, I feel connected to my 'why' and My Great Life lifetime legacy.	About half the time I am embracing my spiritual and/or mindfulness practice. I would like to do more, but I am happy with my progress.
Key relationships	Did I mention that I am surrounded by idiots? If everyone would do as I say, we would all be happier.	I am struggling with some of my relationships. I need to work on a few key relationships.	I am doing well. I feel like I have integrity with my most important relationships.
My focus	Every day is another day of "whack a mole" with problems and crisis. I feel like I will never get ahead and do what I want when I want to do it. I admire the My Great Life Planner™.	I know I am reactive and trying to get control of my day. I am seeing some progress. I think about 20% of my time is proactive and I do what I want when I want. I am using the My Great Life™ Planner.	I think I am getting a good balance between reactive and proactive focus. I am consistent with My Great Life Planner™.

Top 3 Insights		

Recovered	Peak	Prior	Now	+/-
4	5			
I am good. Energy levels are strong, and I am interested in taking on a bigger game.	I am grateful and sometimes joyful about everything. I am excited about and feeling great about the future.	<input type="text"/>	<input type="text"/>	<input type="text"/>
I have a good rhythm of workdays and recovery days. I crush my workdays and enjoy my recovery days.	I have peak performance focus to my days. I know which days I must perform the best and protect recovery days in advance of my performance.	<input type="text"/>	<input type="text"/>	<input type="text"/>
I have a nutrition plan. I know what I am eating and when. I think I am 70% consistent or higher with my plan.	I have a nutrition plan that helps me focus and perform at my peak 80% of the time or more. I understand my nutrition directly helps me perform at my peak.	<input type="text"/>	<input type="text"/>	<input type="text"/>
I am consistent with my exercise program. My BMI is in the normal range. I feel good about myself.	I am in the best shape of my life. My BMI is normal, and I can talk about my body fat with pride. I am confident in my level of fitness.	<input type="text"/>	<input type="text"/>	<input type="text"/>
I feel good. I am current with all health issues and checkups. I am ahead of the game.	I feel great. I have a team of professionals, including a doctor, helping me proactively improve my health.	<input type="text"/>	<input type="text"/>	<input type="text"/>
I am consistent. I am practicing 70% of the time and feel like I am living consistently with my 'why' and my great life legacy.	I am joyful and grateful. I have a daily practice that is a cornerstone habit of my life. I feel like every day I am living my 'why' and living my great life legacy.	<input type="text"/>	<input type="text"/>	<input type="text"/>
I am proactively working on my most important relationships.	I am grateful for some of the amazing relationships in my life. I continue to invest in those relationships.	<input type="text"/>	<input type="text"/>	<input type="text"/>
I am getting ahead of everything. My days and weeks are more focused. I am moving forward more than I am retreating. I use My Great Life Planner™ 80% of the time.	I understand how to structure my days, weeks, and quarters to maximize my focus. I understand that my performance is the key to driving my future. I am using My Great Life Planner™ daily.	<input type="text"/>	<input type="text"/>	<input type="text"/>
TOTAL		0	0	0

Top 3 Actions		

Burnout to Breakthrough™



Name: _____ Date: _____

	Burned out	Exhausted	Sustaining
Criteria	1	2	3
My energy level	I am surrounded by idiots. I am so tired, and everyone is stupid. I am burned out.	I am struggling to stay focused. Each day feels like a slog. I am frustrated.	I am okay. I think there is a possibility that things will be okay.
Peak performance strategies	My strategy is to run, hard, fast, and long until I can't run further. There must be a finish line somewhere and I will keep running until I find it or collapse.	I am aware that I may be on the verge of burnout, but I see some time off or at least have a recovery plan for a day, soon.	I am getting a balance and starting to recover my energy. I am hopeful to keep the momentum and not go backward.
Fuel for performance (nutrition)	I am working so hard that I reward myself with food indulgences like a dog that performs for a treat. My mouth is for stress relief.	Some days I treat my body like a temple. Other days I treat my body like a garbage dump. I am inconsistent and do what I can to get by with caffeine and energy drinks.	I am progressing. At least half of the time I am fueling myself with quality nutrition.
Fitness and physical well being	I have no time to exercise. I must work. I need to sacrifice for my practice. Nobody understands how important I am. My BMI is BS-I don't care.	I am making progress. Not thrilled with it, but I am starting. I have a plan to increase my fitness. My BMI is not so good.	I am doing well. I am consistently exercising. My BMI is above where I need it to be, but it is less than what it was!

Recovered	Peak	Prior	Now	+/-
4	5			
I am good. Energy levels are strong, and I am interested in taking on a bigger game.	I am grateful and sometimes joyful about everything. I am excited about and feeling great about the future.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I have a good rhythm of workdays and recovery days. I crush my workdays and enjoy my recovery days.	I have peak performance focus to my days. I know which days I must perform the best and protect recovery days in advance of my performance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I have a nutrition plan. I know what I am eating and when. I think I am 70% consistent or higher with my plan.	I have a nutrition plan that helps me focus and perform at my peak 80% of the time or more. I understand my nutrition directly helps me perform at my peak.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am consistent with my exercise program. My BMI is in the normal range. I feel good about myself.	I am in the best shape of my life. My BMI is normal, and I can talk about my body fat with pride. I am confident in my level of fitness.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



BURNOUT TO BREAKTHROUGH™

Name: **STEVE**

Date: **TODAY**

	Burned out	Exhausted	Sustaining	Recovered	Peak	Prior	Now	+/-
Criteria	1	2	3	4	5			
My energy level	I am surrounded by idiots. I am so tired, and everyone is stupid. I am burned out.	I am struggling to stay focused. Each day feels like a slog. I am frustrated.	I am okay. I think there is a possibility that things will be okay.	I am good. Energy levels are strong, and I am interested in taking on a bigger game.	I am grateful and sometimes joyful about everything. I am excited about and feeling great about the future.		4	
Peak performance strategies	My strategy is to run, hard, fast, and long until I can't run further. There must be a finish line somewhere and I will keep running until I find it or collapse.	I am aware that I may be on the verge of burnout, but I see some time off or at least have a recovery plan for a day, soon.	I am getting a balance and starting to recover my energy. I am hopeful to keep the momentum and not go backward.	I have a good rhythm of workdays and recovery days. I crush my workdays and enjoy my recovery days.	I have peak performance focus to my days. I know which days I must perform the best and protect recovery days in advance of my performance.		3	
Fuel for performance (nutrition)	I am working so hard that I reward myself with food indulgences like a dog that performs for a treat. My mouth is for stress relief.	Some days I treat my body like a temple. Other days I treat my body like a garbage dump. I am inconsistent and do what I can to get by with caffeine and energy drinks.	I am progressing. At least half of the time I am fueling myself with quality nutrition.	I have a nutrition plan. I know what I am eating and when. I think I am 70% consistent or higher with my plan.	I have a nutrition plan that helps me focus and perform at my peak 80% of the time or more. I understand my nutrition directly helps me perform at my peak.		4	
Fitness and physical well being	I have no time to exercise. I must work. I need to sacrifice for my practice. Nobody understands how important I am. My BMI is BS-I don't care.	I am making progress. Not thrilled with it, but I am starting. I have a plan to increase my fitness. My BMI is not so good.	I am doing well. I am consistently exercising. My BMI is above where I need it to be, but it is less than what it was!	I am consistent with my exercise program. My BMI is in the normal range. I feel good about myself.	I am in the best shape of my life. My BMI is normal, and I can talk about my body fat with pride. I am confident in my level of fitness.		3	
Overall health or status of my health care	I am recovering from injury, illness or dealing with a medical, dental, or physical issue(s). I am in pain.	I am coming out of a health issue. I feel recovered and starting to get confidence to improve my health.	I am making progress. I have most of my medical, dental, and physical issues under control. I do have something I need to address however, I am procrastinating.	I feel good. I am current with all health issues and checkups. I am ahead of the game.	I feel great. I have a team of professionals, including a doctor, helping me proactively improve my health.		2	
Spiritual and mindfulness practices	I got no time for this type of stuff. It is voodoo mumbo jumbo. If I did do this, I would lose my edge.	I am inconsistent. When I do practice, I feel connected to my 'why' and My Great Life lifetime legacy.	About half the time I am embracing my spiritual and/or mindfulness practice. I would like to do more, but I am happy with my progress.	I am consistent. I am practicing 70% of the time and feel like I am living consistently with my 'why' and my great life legacy.	I am joyful and grateful. I have a daily practice that is a cornerstone habit of my life. I feel like every day I am living my 'why' and living my great life legacy.		4	
Key relationships	Did I mention that I am surrounded by idiots? If everyone would do as I say, we would all be happier.	I am struggling with some of my relationships. I need to work on a few key relationships.	I am doing well. I feel like I have integrity with my most important relationships.	I am proactively working on my most important relationships.	I am grateful for some of the amazing relationships in my life. I continue to invest in those relationships.		5	
My focus	Every day is another day of "whack a mole" with problems and crisis. I feel like I will never get ahead and do what I want when I want to do it. I admire the My Great Life Planner™.	I know I am reactive and trying to get control of my day. I am seeing some progress. I think about 20% of my time is proactive and I do what I want when I want. I am using the My Great Life™ Planner.	I think I am getting a good balance between reactive and proactive focus. I am consistent with My Great Life Planner™.	I am getting ahead of everything. My days and weeks are more focused. I am moving forward more than I am retreating. I use My Great Life Planner™ 80% of the time.	I understand how to structure my days, weeks, and quarters to maximize my focus. I understand that my performance is the key to driving my future. I am using My Great Life Planner™ daily.		4	
TOTAL							29	

Top 3 Insights

Top 3 Actions

Overall health or status of my health care	I am recovering from injury, illness or dealing with a medical, dental, or physical issue(s). I am in pain.	I am coming out of a health issue. I feel recovered and starting to get confidence to improve my health.	I am making progress. I have most of my medical, dental, and physical issues under control. I do have something I need to address however, I am procrastinating.
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I feel good. I am current with all health issues and checkups. I am ahead of the game.	I feel great. I have a team of professionals, including a doctor, helping me proactively improve my health.			
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I am getting ahead of everything. My days and weeks are more focused. I am moving forward more than I am retreating. I use My Great Life Planner™ 80% of the time.	I understand how to structure my days, weeks, and quarters to maximize my focus. I understand that my performance is the key to driving my future. I am using My Great Life Planner™ daily.			
TOTAL		0	0	0

Top 3 Insights

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Top 3 Actions

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LOOKING AT YOUR LOWEST SCORE, WHAT'S ONE SMALL THING YOU CAN DO TO IMPROVE IT IN 30 DAYS?

COMMITMENT TO PEAK PERFORMANCE


- What would a strategic approach to your peak performance look like?
- Why would your peak performance be impactful to your law firm's peak performance?
- If you were to commit to improving your peak performance for one year, what could be the benefit to you? To your law firm?
- What would be the outcome if you created a 10-year game around it?
 - ✓ Longevity
 - ✓ Cognitive improvement

MORE THAN JUST BEING GREAT AT THE LAW



THE GROWTH CORNERSTONES™

REVENUE, INCOME, CONTROL, FREEDOM AND IMPACT



Sharpen Focus & Prioritize



Attract High-Value Clients



Build a Great Team



Increase Profitability & Cashflow

LEGAL SKILLS



HOWEVER, DAYS
PACKED LIKE THIS, GIVE
YOU NO ROOM TO MAKE
CHANGES.

TO GROW, YOU MUST
ADOPT STRATEGIES
THAT CREATE
PROTECTED TIME
FOR GROWTH.



BREAKING THROUGH LAWYER BURNOUT – ACHIEVING HIGH-LEVEL PERFORMANCE

Date: May 24, 2023

Time: 2-3:30 pm ET

Investment: \$99

- Determine 3 major contributors to your burnout
- Identify where you need to set boundaries
- Learn how to select the right clients
- Build a strategy to move toward peak performance

BREAKING THROUGH LAWYER BURNOUT – ACHIEVING HIGH-LEVEL PERFORMANCE

Register today and take
advantage of
50% off

Use Coupon Code:
BURNOUT50
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UPCOMING WORKSHOPS AND PROGRAMS



THE PRACTICE GROWTH PROGRAM™

San Francisco

Orlando



DOUBLE YOUR REVENUE WORKSHOP™

June 16th, San Francisco

June 23rd, Orlando



STRATEGIC REFERRALS—MARKETING FOR LAWYERS

June 20th, 2-3:30 pm ET

Final Thoughts & Questions



ATTICUS™

Great Practice. Great Life.