

Episode 186 - You are capable

Hello, elegant warriors.

This is episode number 186 "You are capable". So the reason I wanted to talk about how capable you are and make the case for how capable you are is because in episode number 184, which was another solo episode that was all about risks and opportunities and how experts define risk as threat times vulnerability, and I talked about how we can't decrease the threat but we can decrease our vulnerability. But I also talked about how every risk is also an opportunity and we defined that opportunity as potential times capability. So the more that you are aware of your capability, the more that you can increase your opportunities and hopefully the more often you will choose opportunity and go forward even when there is risk because I think that sometimes taking more risks is a matter of perspective. Maybe courage is just a different perspective. Maybe courage is just the ability to see risks as opportunities and when you know how capable you are, when you are clear on your capabilities, you will see the opportunities. So today I want to advocate for your capabilities. I want to be an advocate publicly. Support how capable you are. So that you will hopefully choose to believe that and you will go out and take a few more risks now.

Making the case for anything is what an advocate does and I wanted to let you know about something that I'm doing on November 11. Some of you have already subscribed to my private podcast called 'Advocate with Elegance'. It comes out every other week and in that private podcast, I share ways we go deeper on how to advocate. On the 11th, I am going to make the case for being single. I've talked about this quite a bit on my Instagram and Facebook. I've received tons of feedback from you asking me to do this podcast, so I'm going to do it on the private podcast for those of you that don't care about being single and those of you that do have the option to subscribe-it is free. All you need to do is sign up for it with your email, the link to do that is in the show notes, but that is going to be a whole episode where I am making the case for being single, very similar to how in this episode I am making the case for your capabilities. Both times I am advocating. So you can learn how to advocate by listening to these podcasts.

Why is it so important that you feel capable? Why is it so important that you know just how capable you are? Well, I believe that it's only when you believe in yourself and you believe yourself that you do the things, believing in yourself and believing yourself. Those are two of the main tenets of credibility which is one of the five core competencies of an advocate and believing in yourself means believing in your capabilities, believing yourself means believing yourself when you promise that you will use those capabilities and there's a lot of ways that you can start to believe in your capabilities. One of those ways is when someone else helps you. So I saw this as a young attorney; as a young attorney, I felt as though I was capable of trying cases, I had a belief that I could do that but I also needed other people to believe in me as well. I needed them to show me my capabilities so that I could see them more clearly, you know.

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In quantum physics, which I don't pretend to know a lot about, they say that things don't exist until someone sees them and your capabilities may not exist until you or someone outside of you sees them. And for me, it took myself seeing my capability to try a case and then other people seeing them which led to ultimately my becoming the trial attorney that I did. So these are the ways in which I made the case for my capability to try my first trial. Now, remember first of all I was newly out of law school when I tried my first case-very, very young in the world of trial attorneys to be trying her first case, especially the type of law that I did which was medical malpractice defense. Usually, it takes years if not even a decade to be able to try a case in front of a jury and I had passed the bar probably a year or so prior to my first trial. And so I had to persuade myself, I had to advocate to myself. I had to help my energy choose to believe that I was capable of trying that first case. So I made the case, I advocated and this was this list of some of the evidence that I came up with to support the idea that I was capable of trying my first case.

#1: I had a lot of courtroom experience, even though I had not tried a case. I had been really fortunate because my uncle and mentor John had taken me to scores, if not 100 trials over the course of my interning at the firm through law school. And so I had a lot of experience watching trials, participating in the ways that I could in trials over those 3.5, 4 years. So number one - courtroom experience.

#2: I knew that this was where my talents were. From the time that I was a child, I liked to speak in public. I did public speaking first through eighth grade, We did poems in my school, which I loved. I was in theater in high school, I did some debating in high school, I did some public speaking in high school. And so I knew that this was where my talents were. I wasn't a super athlete, I wasn't a super politician, but I knew that I was good at speaking in front of people, which is a large part of trying cases-speaking in front of the jury.

#3: I also knew that I was in a place where I could absorb the loss now. What does that mean? It means that I was in a place in my young career and in a place in my spiritual growth, that I knew that even if I lost that first case, it wouldn't stop me from wanting to be a lawyer. It wouldn't stop me from wanting to serve my clients. It wouldn't stop me from believing that I was capable, even if I didn't win that particular case and so I knew I could absorb the loss, that's the third piece of evidence.

#4: This spirit inside of me that wanted to do it, this enthusiasm for trying cases and later one of my clients would call that the fire in my belly, but there was something inside of me that just knew that I was capable and I think that you have that inside of you as well, that knowing that you can do certain things and I want you to know that that is another piece of evidence, that you can do that thing and

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then the last piece of evidence that I had was other people telling me that I was capable, my uncle and mentor John would tell me all the time, “you can do this. You can try cases, you are more than ready and you are able to do this” even in times when I was doubting. But perhaps most importantly was a woman named Deb Lorber. As a young attorney, the only way you get to try your first case in a medical malpractice case is if two different people say that it is okay first, the doctor has to be comfortable with you representing them in trial and they oftentimes know that you're young by looking at you. They know perhaps that you are newly out of school and so that doctor has to see you as capable enough to say yes, I'm okay with you trying my case and then someone with even more experience with these types of things is the insurance person. Doctors have medical malpractice insurance and it's the insurance person who ultimately decides that you can try the case. And for me, in my first case, that person was Deb Lorber. Deb Lorber said you can try this case and in doing so, changed my entire career gave me the opportunity to try that case because she saw my capability and when she saw it, I saw it more clearly. If quantum physics says that something has to be seen in order to exist. Your capability has to be seen by you and sometimes other people in order for it to exist. Deb saw my capability and as a result, the risk of trying that first case was outweighed by the opportunity.

Now recently I had the opportunity to go to lunch with Deb Lorber. She has since retired from her many jobs with helping people like me defend cases. She ultimately was the risk manager for a big organization and we had lunch the other day and I asked her whether she considered herself risk-tolerant or risk-averse. And we talked about the fact that her allowing me to try my first case at such a young age was a huge risk because had I lost, she would have had to answer to her bosses about why she let this young woman try her very first case and that was a huge risk to Deb personally in doing so. And at the time of our lunch, she sort of said, well I didn't really see it as a risk or maybe I was more risk-tolerant than I thought. And we sort of went back and forth. But later on that day I got home and she texted me and she said it was okay for me to share her text message with you and her text message said, Hey, I've been thinking all day: did I take a risk to have you try your first case? I'm risk-averse. So I believe it was something you had that gave me confidence that you could do this and you did every time.

That's something I had was those things I just mentioned. I knew I had the courtroom experience. I knew that I had the talents. I knew that I could absorb the loss and I knew that I had that spirit inside of me that wanted to do it and more than all of that, I knew that I had Deb seeing my capability. My capability outweighed her risk. But then her ability to see my capability increased my capability. And all of this led to me taking that opportunity and trying that case. Now, here is the funniest thing about this is that case was what we call an informed consent case and informed consent in medical malpractice cases means that the patient has to know about the risks of the procedure and the benefits or the opportunities. So ultimately, that trial was all about risks and opportunities and I think

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that there is no mistake in that we won that case. And Deb and I went on to try, gosh, it feels like hundreds-Deb if you're listening, it feels like hundreds of cases that we had together. And those may not have happened if Deb hadn't seen my capability and allowed me to see it as well. And she might not have seen it had I not seen it. And so you have got to first persuade yourself that you are capable make the case to your inner jury. Advocate to yourself using evidence and questions, curiosity and credibility to prove to yourself that you are capable and then go out and prove it to others and let them prove it to you in return. That's not the last time that that happened to me in my career. There was another time also when I was very young that an extremely well-known, in fact famous, surgeon told me that he wanted me to try his case. He told me he saw that fire in my belly that I talked about earlier and his opinion, his ability to see my capability, made me able to see it so much more clearly. And I will never forget that doctor for that.

There are people in your life that can help you to see your capabilities. There are so many people who will argue against them, believe me. I had many arguments against my capability to try my first case. I was definitely fighting with another attorney in my mind who was telling me that it was too much of a risk and that I was not capable and that I could not do it. That attorney was saying things like, oh, you think you have courtroom experience, but you've never done it. So, first piece of evidence that attorney had was, I had never tried a case. I counter to the argument that I had innate talent. There was an attorney in my head that was saying you're not that strong on the law. You're good with facts. You're good with the medicine. You're good with standing in front of a group, but your strength is not as good when it comes to memorizing and knowing all of the laws. There was another argument in my head that I didn't know when to object. And if you've read the book, *The Elegant Warrior*, you know there's a chapter on learning to object. It was not my strong suit and it was definitely something that the negative attorney in my head was arguing to make me not take that opportunity and instead only see the risk. And there was also the argument made by that negative attorney in my head that if I lost this first case, it might ruin me. I didn't know there was an unknown there. And so there's always going to be that voice inside your head, which I call the negative attorney that is making the case that you can't do the thing. There's always going to be that negative attorney making the case that the risk is too great and the opportunity isn't good enough and it's your job to be the advocate for what you want to do. So I had to be the advocate for my capability. And then I had to collect evidence like Deb's belief and later that other doctors believe-like my courtroom experience, like my experience at doing public speaking and doing debating and I had to repeat those arguments and I had to use all of the tools of an advocate.

I had to use my choice: which voice would I listen to? I had to use my compassion for myself. I had to use creativity and the ways that I would argue to myself and curiosity and credibility. And ultimately, not only did I try that case, but I built my capability by doing so. I built my capability by doing the thing and taking the opportunity and now I had more evidence of my capability.

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Let me tell you about how this worked with one of my coaching clients. So this coaching client wanted to get a raise. She wanted to go into her bosses, managers and ask for a raise. And first, she had to believe that she was capable of getting a raise. And she wanted a significant raise. She wanted a raise that was five times what they currently paid her. FIVE. I'm sorry five times which she had paid me in order to get the coaching. She wanted a significant raise. A raise that was five times what she was paying me in order to get the raise and she collected her evidence in order to advocate to herself that she could get that raise. So she collected the evidence of what others were making at her place of work that was more than what she was making. She collected evidence that showed that she actually brought into her place of work through her rain, making 10 times the raise that she was asking for. She brought in evidence of what a good leader and what a good mentor she was. She brought in evidence of other times that she had advocated for herself in the workplace and gotten what she advocated for. And she, also in our coaching, was able to lean on my faith in her capability. My being able to see her capability allowed her to see it more clearly. And sometimes that's the best thing a coach can do for you is to help you to see what you're capable of when all you see is risk. And so she leaned on my view of her capability and all of the evidence that she collected. And ultimately she was able to go in and advocate for that raise. And ultimately she got a raise. That was five times what she paid me for the coaching. And she did that because she knew that she was capable of doing it. Now, she is looking for new opportunities and seeing fewer and fewer risks because she sees just how capable she is.

I do the same. I am always trying to see risks as opportunities. I am always trying to be more courageous in that way. And I also have had coaches and I've joined masterminds and I've done all of the things to help me find people outside of me who see my capability so that I can lean on them when I can't see them myself. But the most important work that I do in order to see my capability is to make the case for my capability to go through this exercise of collecting evidence and making the argument that I am capable.

I hope that you make the case for your capabilities as well. I hope that today you look at something that you would otherwise see as a risk and start to see the opportunity in it and then start to see just how capable you are and then collect evidence, ask questions, be curious and creative, and all of the ways that you are capable. And I want you to know that I see how capable you are. I see capability in everyone who I have ever worked with and I see it in each and every one of you. Simply by the fact that you are listening to this podcast means that you are interested in getting better and taking more opportunities and that, in and of itself, makes you more capable. If you are doubting your capability, lean on my belief, I have confidence in your capability and I want you to start making the case for it for yourself so that you will take those opportunities. And I hope that you will share with me those opportunities that you will take. I love teaching people how to advocate and one of the most important things you could possibly advocate for is just how capable you are.

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As I mentioned, I am going to be making the case for being single in the private podcast this Thursday. I will be going through some of the tools of an advocate in doing that as well. So even if you're not interested in that, I'm thinking about the next week, actually advocating for being in relationships so that you can see how you can advocate for whatever it is that you want. But right now we're going to be focused on advocating for being single, and you will learn some of the skills that you can use to advocate for whatever it is that you want to advocate for. You can sign up for that private podcast at the link in the show notes, but in the meantime, go out there and make the case for your capabilities. No one can do it better than you can. And when you do, others will help you to see it as well. I can't wait to hear from you as to what you're advocating for and how capable you are.

You can always reach out to me: heather@elegantwarrior.com

In the meantime, advocate for yourself and your wants and your needs. And I'll talk to you next week, take good care!

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