



EDGE International Review

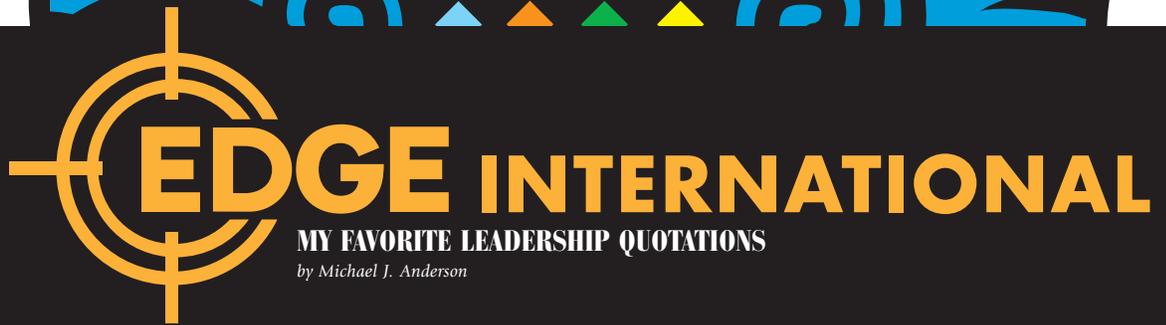
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**SUCCESSFUL
TRANSITIONS:
THE NEW MANAGING
PARTNER'S FIRST DAYS**
by Patrick J. McKenna



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**TALKING WITH PETE
KALIS OF K&L GATES**
by Bruce MacEwen



**PLANNING YOUR LAW
FIRM RETREAT**
by Edge International

"For every problem, there is a solution which is simple, neat and wrong."

"Whether you think that you can . . . or you think that you can't... you're right."

"Ever heard of 'Alexander the pretty good'?"

"If you don't know where you are going, you will end up somewhere else?"

"We know what happens to people who stay in the middle of the road, they get run over."

"Nothing was ever achieved without enthusiasm."

We often meet with firm leaders who are not really sure of what their precise role is, or how to accomplish what needs to be done at their firms to dramatically drive them forward. They often tell us that they have had little or no preparation for the role they have been thrust into. Certainly law schools do not really teach leadership and often a viable role model is not always present. The whole idea of "Herding Cats" is foreign to many new firm leaders since, until they are appointed, their firm has always rewarded and acknowledged them for their individual accomplishments rather than team building, developing respect or leadership style.

My Favorite Lead

"Insanity: doing the same thing over and over again and expecting different results."

"You may be disappointed if you fail, but you are doomed if you don't try."

"Only those who dare to fail greatly can ever achieve greatly."

"Managers are people who do things right. Leaders are people who do the right."

"Just make a decision. If it's wrong, then just make another decision."

"There is nothing so useless as doing efficiently that which should not be done at all."

"It is essential to build a culture where there is no such thing as a bad idea."

"He who laughs, lasts."

For some years I have collected various quotes and motivational sayings that often serve to inspire me to think about familiar things in unfamiliar ways. I thought I might share some of my favorite leadership quotes in hopes that some might provoke you to ponder about what it must take to be effective.

With a bit of luck these practical quotes will lead you to a more precise understanding of what the elusive nature of leadership is all about...

"Whether you think that you can . . . or you think that you can't... you're right."

HENRY FORD

"Only those who dare to fail greatly can ever achieve greatly."

ROBERT F. KENNEDY

"Today's successful business leaders will be those who are the most flexible of mind. An ability to embrace new ideas, routinely challenge old ones, and live with the paradox will be the effective leader's traits."

TOM PETERS

"Just make a decision. If it's wrong, then just make another decision."

HARRY S. TRUMAN

"I not only use the brains I have, but all that I can borrow."

WOODROW WILSON

"There is nothing so useless as doing efficiently that which should not be done at all."

PETER F. DRUCKER

"Managers are people who do things right. Leaders are people who do the right things."

WARREN BENNIS

"It is essential to build a culture where there is no such thing as a bad idea."

"The greatest mistake you can make in life is to be continually fearing that you will make one."

ELBERT HUBBARD

"No man ever listened himself out of a job."

CALVIN COOLIDGE

"People will sit up and take notice if you will sit up and take notice of what makes them sit up and take notice."

FRANK ROMER

"Tell me, I'll forget. Show me, I may remember. But involve me and I'll understand."

CHINESE PROVERB

"Nothing was ever achieved without enthusiasm."

RALPH WALDO EMERSON

ership Quotations

"In the 21st century, organizations have to achieve peak performance through inspiration by unleashing the power of their people – not by leading them, not by managing them, but by inspiring them."

KEVIN ROBERTS

"There is no limit to the amount of good a man can do if he doesn't care who gets the credit."

ROBERT L. BERNSTEIN

"Ever heard of 'Alexander the pretty good'?"

MONSTER.COM ADVERTISEMENT

"Few things help an individual more than to place responsibility upon him and let him know that you trust him."

BOOKER T. WASHINGTON

"The best leader is the one who has enough sense to pick good people to do what needs to be done, and the self-restraint to keep from meddling with them while they are doing it."

THEODORE ROOSEVELT

"It is essential to build a culture where there is no such thing as a bad idea."

NOLA BUSHNELL

"If you don't know where you are going, you will end up somewhere else"

YOGI BERRA

"For every problem, there is a solution which is simple, neat and wrong."

H. L. MENKEN

"Insanity: doing the same thing over and over again and expecting different results"

ALBERT EINSTEIN

And last, but certainly not least,

"He who laughs, lasts."

ANONYMOUS

"It isn't the people that you fire that makes your life miserable, it's the people you don't."

HARVEY MACKAY

"We know what happens to people who stay in the middle of the road, they get run over."

ANEURIN BEVAN



"You may be disappointed if you fail, but you are doomed if you don't try."

BEVERLY SILLS

Michael J. Anderson is a partner in Edge International and consults to law firms in the areas of practice, industry and client team management, compensation issues, marketing and strategy.