

Seven-Step Process

To help quiet law students and lawyers become **authentically** powerful advocates in both deed **and word**, the second half of this book outlines a practical **seven-step process** to help introverted, shy, and socially anxious individuals amplify their voices without compromising or suppressing their quiet strengths.

Step 1—Mental Reflection:

We begin listening carefully to, and then transcribing verbatim, the negative messages that automatically launch and replay in our heads in anticipation of, or during, a law-related interpersonal interaction. We put the messages on paper. All of them. Word-for-word. Then, we try to identify their original sources. We start to realize and acknowledge that the sources and messages from the past are no longer relevant in our law-related lives **today**.

Step 2—Physical Reflection:

We start noticing each physical reaction triggered by the anticipation of, or participation in, an interactive law-related event. We describe the physical manifestations as specifically as possible—on paper. Do we blush? Sweat? Experience shortness of breath? Tremble? Develop a stomachache? A migraine? We assess how and when each physical response begins, crescendos, and eventually subsides. We note our default physical protective stances: Hunched shoulders? Crossed legs or arms? Averted gaze? Are we making ourselves small or closing inward, trying to go unnoticed or unseen?

Step 3—Mental Action:

We begin ejecting the unhelpful messages from the past and crafting useful taglines and prompts for the future. We delete the old censorious messages and write motivating new ones.

Step 4—Physical Action:

We adopt new physical stances, postures, and movement techniques to better manage and channel excess energy ignited by a law-related interpersonal exchange. An open, well-aligned, physical comportment helps increase blood and oxygen flow, enhance thought clarity, and amplify the natural power in our voices.

Step 5—Action Agenda:

We construct a reasonable and practical “exposure” agenda, brainstorming a series of realistic law-based interpersonal interactions and ranking them from least stressful to most anxiety-producing. Through this thoughtfully structured chronology, and with careful planning and mindful intent, we experiment with modified mental and physical approaches to each agenda event, with the goal of capitalizing on quiet strengths and amplifying our authentic voices.

Step 6—Pre-Game and Game-Day Action:

We develop personalized mental and physical pre-game and game-day routines for each law-related exposure agenda item. Then, we step into each exposure event, consciously integrating the new mental messages and physical adjustments adopted in earlier steps.

Step 7—Post-Action Reflection, and Paying It Forward:

We reflect on and acknowledge successes and challenges within each exposure event. We tweak the pre-game and game-day routines for each subsequent exposure agenda item. We continue visualizing our ideal authentic lawyer personas. What does that quiet lawyer look like? How does he/she act, speak, think, write, analyze, communicate, participate, help, listen, or create? We note our impactful moments as a quiet yet magnanimous, altruistic, and empathetic advocates. We share our stories and empower others.

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