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HOW TO KEEP NEW YEAR'S RESOLUTIONS For Real, This Time



New Year's Eve has come and gone, and now that the champagne is finished and the decorations are put away, it's time to buckle down and work on those New Year's resolutions. The only problem is ... your resolutions for this year and last year are the same.

Change is tough, so you're not alone in being unable to stick to your resolutions. This year can be different, if you want it to be. Here are some tips to keep you on track.

Have a specific goal. Many resolutions are vague — along the lines of "exercise more" or "eat healthier." That's too ambiguous to inspire motivation, and vagueness leaves room for excuses. Make your goal more concrete, so you can measure your success. Specific goals could include going to the gym three times a week, being able to bench a certain number of pounds, or only indulging in fast food once a month. Make your goal realistic — if it's too drastic or difficult, it's easier to give up.

Have a plan. Bad habits are hard to break, so change won't come about naturally. It's important to consider how you'll

structure your day around your resolution and what obstacles you might face. When will you go to the gym, and what will you do if that time gets interrupted? How will you plan meals to avoid spontaneous drive-thru visits? Write down what you want to accomplish and all the things that might stand in your way. Then, figure out how you'll deal with them before they happen.

Start small. On Jan. 1, you're probably enthusiastic about your resolution and ready to hit the ground running. Not so fast — doing too much too soon is a classic mistake. It's okay to be excited, but working out until you're sore all over or constantly eating salads you hate will turn your resolution into a chore that you'll want to avoid. Start with light workouts or replacing some of your carbs with veggies. Once you get the hang of that, you'll be ready to scale up slowly.

Using these guidelines, you'll make lasting changes that extend beyond February. Get 2022 started off on the right foot, and next year you'll be ready to make a whole new resolution — and keep it.

I'm at the point in my career where I feel I have a lot to give back. I've spent years helping clients navigate the legal system and learned a lot from mistakes and successes, and I understand just how valuable firsthand knowledge can be to young law students.

My goal is to provide them with greater insight, but I hope to learn a little bit while teaching them something, too.

Recently, I shared my experiences with students at Stockton and Cornell universities, starting with a trip to Stockton first. My yoga teacher is also a professor at Stockton. She's incredibly inspiring. She's currently battling cancer, yet in our yoga class, she's the strongest one out of all of us! (I suck at it, but my wife persuaded me to go.) It's always a joy to visit her Stockton classes, where she teaches persuasive speech writing.

As a lawyer, I know a thing or two about persuasion. That's the foundation of great representation — persuading judges, mediators, and juries to see my client's point of view. I enjoy learning about the perspectives the students are highlighting

in this class, and I try to offer some insight into an effective way to argue their points. This year, I spent a lot of time talking about the audience.

I think it's fair to say we live in an incredibly divisive world, and it's difficult to change anyone's point of view. So how do you, when you are tasked with persuading an audience to side with your argument, make an effective case? In my experience, it starts with understanding the other side. You have to immerse yourself in your audience's belief system and find the root that holds them there. Only then can you begin to build an argument that centers around why they believe what they believe. Empathy is a powerful tool.

It was fascinating to hear these students' arguments, and I left feeling productive, like we accomplished a lot that day.

The next day, I spoke to two classes at Cornell. These are young law students, whose professor is one of my oldest and best friends from growing up. While I frame each presentation as a learning opportunity for the students — and the practical application of it all is — I also

find that I gain a ton of insight from some of the brightest young minds in the legal world. We discuss tactics and observations about cases, offering the students an opportunity to apply their education and giving me an opportunity to learn something new, even after all these years.

Those few days I spent at Stockton and Cornell were some of my most valuable in terms of professional growth this past year. It's always fun to engage with students, but I often find when I speak at engagements like this, I leave a better person and attorney than I was when I walked in.

I firmly believe you're never too old to learn something new. (It's part of the reason why I recently joined an attorney coaching group, Great Legal Marketing.) It's never easy, nor is there a best way to go about it. But as long as you're open to opportunities for growth, you will find a way.

Thank you, Cornell and Stockton students, for hosting me!



-Steven Goldstein, Esq.

GOLDSTEIN & HANDWERKER, LLP

STEVEN T. GOLDSTEIN & MICHAEL HANDWERKER

I Went Back to College! LEARNING WHILE GIVING 2 UNIVERSITY PRESENTATIONS

SKILLS THAT ENRICH US

The Importance of Having a Hobby

January is National Hobby Month, and since it falls at the beginning of the year, it's the perfect time to try something new! Hobbies add variety to your life and ensure you aren't just living to work, so to speak. The best way to find a hobby you enjoy is to be open to new things. Whether it's gardening, reading, drawing, running, fishing, crafting, or even beekeeping, finding an activity you enjoy is important. Here's why!

Hobbies are stress relievers.

Hobbies offer a healthy escape from your busy lifestyle by keeping you engaged in something you find pleasure in. Instead of just relaxing on the couch and turning off your mind for a bit (which is totally acceptable sometimes), hobbies allow you to remain mentally productive while winding down at the same time.

Hobbies also provide eustress.

Believe it or not, one type of stress is deemed beneficial: eustress. If you aren't overly stressed and are feeling a little under-stimulated, a hobby can provide activity for both your mind and body to keep you feeling excited about life and ready to take on new challenges and adventures.

Hobbies offer a social outlet.

Some hobbies involve group activities, such as bowling, sports teams, book clubs, and even wine tasting. Connecting with others offers the social support humans depend on to lead a healthy and fruitful life. Who knows? Maybe you'll find some great friends who share the same passions as you!

Hobbies develop patience.

When you take on a new hobby, you are tasked with learning something new. Whether you're practicing a new instrument, learning a different language, or figuring out how to make jewelry, a learning curve is involved. Building new skills takes patience, a very important attribute for success.

Finding a hobby that suits you may take some exploration and trial and error, but it is all in good fun! Make it your goal to try something new or learn a new skill each month until you find something that sticks. Once you do, you're sure to find that hobbies are both enjoyable and enriching!

Attorney First, Adjuster Second

Always Talk to a Lawyer Before the Insurance Adjuster

Auto insurance is designed to protect you from outrageously high medical and repair bills, but sadly, private, for-profit companies have taken this ideal and perverted it to achieve their own economic success. What should be a useful system of protection can often turn into a headache and greater loss for those in accidents.

As such, it is imperative to speak with an attorney prior to providing your story to an insurance company's adjuster.

The adjuster's role after an accident is to determine if payments for injuries and repair are warranted, and if so, what amount each party is owed. This role has the potential to prevent fraud and ensure those who are most deserving of compensation receive what they are owed.

As investigators, adjusters should be tasked with seeking the truth. Sadly, that doesn't always happen, and the reason is very simple: money.

Adjusters work for the insurance company — not you. And an insurance company's purview is to protect their bottom line. This means that while an adjuster may claim to want to seek

the truth, their perspective is tainted because they are paid by the very company that wants to keep making money with monthly insurance payments.

Furthermore, adjusters are trained to pick up on social cues and verbiage that can be used against you. For instance, if you tell the adjuster you felt "fine" after your accident and experienced back pain two days later, they could use that information to cast doubt on whether the pain was from the accident or something unrelated. (This is very misleading, as some injuries can take hours or days to appear.)

While you should never lie to your insurance company, advise any adjusters who call that you will be seeking legal help before speaking to them — as is your right. An attorney can guide you through this process and coach you through telling the truth without leaving yourself vulnerable. If you have further questions about speaking to adjusters or need additional guidance on your legal case, please contact Goldstein & Handwerker today.

You can also learn more about how to get the most from your personal injury attorney by receiving your FREE copy of Steven Goldstein's "The 7 Biggest Mistakes People Make When Hiring a Personal Injury Attorney." Learn more at ReadStevensBook.com.

WHAT OUR CLIENTS ARE SAYING

"Steven and his team were professional and helped solve my case in just a short time frame. I was able to email, call, and text and got responses almost immediately. Thank you, Steven and staff, for making my experience a good one."

—Brunette Gloudon



HAVE A LAUGH!



Black Bean, Mango, and Avocado Salad

Liven up your healthy eating this year with this Latin-inspired, flavor-packed recipe!

INGREDIENTS

- 1 small mango, skinned and chopped
- 1 avocado, chopped
- 3/4 cup cherry tomatoes, halved
- 1 red chile, seeded and chopped
- 1 medium red onion, chopped
- 2 cans black beans, drained
- Cilantro, chopped and to taste
- 1 lime, for zest and juicing

DIRECTIONS

In a large bowl, mix the ingredients together. Serve and enjoy!

Inspired by BBCGoodFood.com

