

Law Firm Business Development: Advice from a Taxi Driver? Read On!

By [Silvia L. Coulter](#) on June 14, 2016

I recently arrived in DC and grabbed a cab to the law firm where I had a meeting. En route, the cab driver asked me where I went to college. I told him and then asked him the same question and he told me he was currently studying at Georgetown to become an R.N. He was from Ethiopia and was an R.N. there prior to arriving in the U.S. I told him "good for you that you are pursuing a career." Then I asked him, "What do you think it takes to be successful?" His response was very thoughtful and clear. He said simply, "I never let a day go by when I don't think about how wonderful this country is and that if you work hard and have a vision about what you want to achieve that you will achieve it." A deeply religious man, he felt his God played a role in how things will turn out for him and that he was very fortunate to help people who need medical assistance no matter what their problems might be. So the secret to his passion and love for life and his work? Here's what he told me:

Wake up every day excited about what you do. If you are not happy, you must find something that will make you happy and learn to live without some things that you think you might need but you really do not need to be happy.

Never forget your goals. You must have goals or there is no meaning for what you do or why you do it.

Work hard. If you expect people to give you things for nothing you will suffer in the end. You must work for your rewards and you will find great joy.

Be humble. It's an honor to serve those who rely on us for assistance.

He was such a happy person and full of life; it was a pleasure to have the opportunity to meet him. I hope his philosophy helps inspire your business development efforts.