

The Eagle's Nest

By: Philip J. Lawson, J.D.

There are no secrets to success. Success happens over a period of time when you practice the four essential elements. Success will not come by mastering any one of these elements; it takes all four: Inspiration, Perspiration, Desire, and “A Heart for People.”

1. **Inspiration** – It takes inspiration, motivation, and a great imagination to reach success at any level.

2. **Perspiration** – I have known individuals who seemed to have a lot of inspiration, but inspiration alone will not make you successful. To succeed, you must be willing to sweat! If you’re not willing to sweat, the inspiration you may have had will just become fairytales – you must be willing to sweat. But inspiration and perspiration alone are not enough to succeed.

3. **Desire** - The third element is desire. Desire is the engine that provides the inspiration, perspiration, and energy necessary to succeed.

4. **A Heart for People** – For a leader to be successful, the leader must have a “heart” for those he or she leads. I have never seen a great leader who did not have a heart for the people that he or she supervised.

It is the heart that makes great leaders. If you have no heart for those you supervise, you will not go the second mile for them, and they will not go the second mile for you. As John Maxwell has so ably stated, “You will never have a servant’s spirit towards people unless you have what I call the leader’s heart – a passion for maximizing the talents of those around you.” Good leaders know that ultimately their level of success will be determined by those they serve. We never just “go to success.” We help others “grow to success.”

Not everyone is fortunate enough to live their

The Four Essential Elements of Success



dreams. I have been able to live and reach many of my dreams by helping others succeed first. Having a “heart” for others is a gift that should not be wasted. When used wisely, it will bring unimaginable blessings to you and those you serve.

One of my favorite Christmas gifts was a gift from my daughter Annie – a plaque that read:

**Success is making
a difference in the
lives of others.
Happiness is . . .
watching them grow because of it.
Cherish this gift
and know that you can
make a difference.**

My sincere best wishes to all the members of the Smoky Mountain Paralegal Association, and I’m sure I offer my thanks for other attorneys who have been blessed by their hard work and inspiration, perspiration, and their desire to serve their firms.

Think on these things!

Philip J. Lawson

