

# 2023 Real Property Law Health & Wellness Retreat



**March 24–26, 2023**  
Fairmont Sonoma Mission Inn  
Sonoma, CA

## **Put Yourself First: The New Billable Hour ®**

Ritu Goswamy, Esq., March 25, 2023

## About Me

I am a lawyer, social worker, yoga instructor, ayurvedic health counselor, productivity/leadership coach, workplace culture consultant, writer, and speaker





## About the New Billable Hour ®

Content for this presentation comes from my first book, *The New Billable Hour*, available in print, e-book, and audiobook (narrated by the author) wherever you buy books.

Also available in all versions are my other two books: *The Holistic Lawyer* and *The Lawyer Leader*.



*Bill More Hours, Be More Productive  
and Still Have Work Life Balance*

Ritu Goswamy, ESQ.

# Agenda

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- ☑ Introduction
- ☑ Background: The Old Billable Hour
- ☑ Productivity Myths
- ☑ What is the New Billable Hour<sup>®</sup> system?
- ☑ How (and why) it works
- ☑ The Lessons
- ☑ Questions



**The pressures and demands of practicing law are unique: You take on your clients' problems in addition to your own.**

***-The New Billable Hour***

## The Old Billable Hour

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- ◆ The client comes first
- ◆ Your time is not your own
- ◆ “Billable” time takes priority
- ◆ Your worth depends on billable time
- ◆ There is not enough time

## How does the billable hour show up for you?

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- ◆ At work?
- ◆ At home?
- ◆ Who comes first? Second? Third?



**Your role in influencing the lives of your clients is infinite, irrespective of the ‘billable hours’ or worry you put into a case.**

***-The New Billable Hour***



## What are some productivity myths?

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- ◆ There's not enough time
- ◆ If it's not done perfectly, it's not worth doing at all
- ◆ Other people...



**Let me reassure you that, by devoting time to both work and self-care, your productivity will increase exponentially.**

***-The New Billable Hour***

# Let's turn the billable hour on its head

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The New Billable Hour® is inspired by the ancient science of Ayurveda.

Ayurveda is a form of alternative medicine that seeks to treat and balance the body, mind, and spirit using a comprehensive, holistic approach.

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**I propose billing just one hour per day, every day, to your lawyer self before you bill your precious time to clients. In essence, you become your own client.**

***-The New Billable Hour***

## 6-Step System of the New Billable Hour ®

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- ◆ Step 1: Meditate (.1 hours)
- ◆ Step 2: Mindful lunch break (.2 hours)
- ◆ Step 3: Morning Routine (.2 hours)
- ◆ Step 4: Night Routine (.2 hours)
- ◆ Step 5: Movement with breath (.2 hours)
- ◆ Step 6: Connect with Nature (.1 hours)



## How it Works

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- ◆ Incorporate each step one week at a time, adding the next
  - ◆ In week one, you bill .1 for meditation
  - ◆ In week two, you bill .2 for lunch + .1 meditation = .3
  - ◆ And so on until you bill one hour per day after six weeks

## How it Works

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Three Rules:

- ◆ Try your best
- ◆ No double-billing until you complete the full hour
- ◆ Restart from the beginning every day

## Why it Works

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This system will change your relationship with time and with yourself.

If treated like a lifestyle change, the effects will reverberate throughout your life.

# Let's preview the lessons

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**Meditation reduces stress, improves concentration, encourages a health lifestyle, increases self-awareness and acceptance, slows aging, and induces relaxation that benefits cardiovascular and immune health.**

***-The New Billable Hour***



## Questions/Comments About Meditation?

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***How you eat is just as important as *what* and *when* you eat....A healthy gut both directly and indirectly relates to your brain, clarity, focus, and productivity.***

***- The New Billable Hour***

# How can you designate 12 minutes for a lunch break?

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**Starting your day mindfully grounds you  
and inspires you to stay focused on what  
is really important.**

***-The New Billable Hour***

# Share some of your morning routines

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**Just as your morning routine sets up your day, your night routine sets up your night! And by your night, I mean your sleep.**

***-The New Billable Hour***

# Share some of your night routines

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**As a lawyer, you are more in your head than your body. Movement allows you to drop out of your head and into your body.**

***-The New Billable Hour***

# How can we get into our bodies more?

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**Studies show that being in nature improves short term memory, sparks inspiration, decreases stress levels, increases concentration skills, boosts positivity, enhances creative functions, and increases mindfulness.**

***-The New Billable Hour***



# What is your favorite way to connect with nature?

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## How can you Put Yourself First?

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- ★ What is one action you can take in your life right away?
- ★ What is a challenge for which you will need self-compassion?

## Questions?

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Feel free to reach out to me with any questions via email: [ritu@newbillablehour.com](mailto:ritu@newbillablehour.com)

I provide coaching for the New Billable Hour® system which helps with accountability and support. My first consultation is free.

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**THANK YOU  
FOR JOINING US!**