# 2023 Real Property Law Health & Wellness Retreat







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

Ritu Goswamy, Esq., March 25, 2023

#### **About Me**

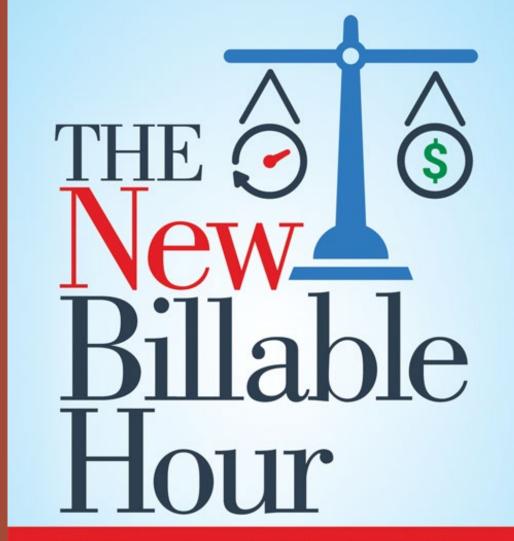
I am a lawyer, social worker, yoga instructor, ayurvedic health counselor, productivity/leadership coach, workplace culture consultant, writer, and speaker



#### **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**

- ☑ Introduction
- ☑ Background: The Old Billable Hour
- ✓ Productivity Myths
- ☑ What is the New Billable Hour® 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 Old Billable Hour

- 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?

- ◆ 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.



# What are some productivity myths?

- 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.



#### Let's turn the billable hour on its head

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.



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.



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

- 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**

- 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**

#### Three Rules:

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



### Why it Works

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



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.



#### **Questions/Comments About Meditation?**



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.



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



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



# Share some of your morning routines



Just as your morning routine sets up your day, your night routine sets up your night!

And by your night, I mean your sleep.



# Share some of your night routines



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.



# How can we get into our bodies more?



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.



### What is your favorite way to connect with nature?



### How can you Put Yourself First?

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



#### **Questions?**

Feel free to reach out to me with any questions via email: 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!