

Bridge to the Future

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The NASP Board of Directors recently received a request to establish a Young Subrogation Professionals Committee. At the NASP conference in Dallas, we held a meeting of people who are interested in getting involved in organizing the group. The consensus among the group and the Board is that Young Professionals may have different interests and concerns than the more experienced members of NASP. This committee will seek to determine and meet the needs of that group.

This whole discussion made me reflect on my career and ponder the road I have traveled over the last thirty years. Recently, I received an iPad as a gift. In playing with the iPad, I discovered a web site containing graduation speeches made by famous people in recent years. I was struck by a commencement speech given by Steven Jobs at Stanford. Jobs, the founder of Apple, talked about the clear line he can see in his career from today, looking back to where he started. He related, however, that as a youthful professional, it is impossible to see the path your career will take from the beginning to the end.

I, too, can look back at my career and see a clear path. The consistent theme I see is not related to the cases I have won and lost, but rather the people I have met and the relationships I have established. These relationships have helped build my practice and make the practice more enjoyable.

I am fortunate that I have always really enjoyed what I do. I think there is a direct relationship between enjoying your job and being successful. People like to work with others who have a passion for what they do. For people that are selling a service, there is something compelling about passion that has more resonance than the sales pitch itself. For people working in a company, passion is often the dividing line between average and great.

The best example of this is embodied in our outgoing President, John Foster. He exudes passion about everything he does. You just want to be around him and help him succeed in any project you are helping him with. His passion is contagious. That passion led him to the Presidency of NASP, where we all benefited from his efforts.

For those of you interested in getting involved in the Young Professionals Committee, I congratulate you. You are building bridges that will lead to places that will only be clear in the future. Many of the things I am involved in today are directly related to my involvement in NASP. Reach out to all the connections you can. You cannot know today where they will lead. Some bridges lead nowhere. Some lead to success, however you define that. The more bridges you build, the more opportunities you create for your future.