

SUCCEED.

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March Madness Contest Winners

Congratulations to Rob and Ernest! Rob had the most points in our March Madness bracket contest, but he lives too far away to go to the Rockets game. Ernest, our runner up, lives in the area, so he is getting the tickets while Rob gets an awesome gift pack from VB Attorneys!

Instantly Overcome Your Fears

by Brian Beckom

I have a confession to make. I get nervous speaking in public. Yes, that's right. Even though I am a Board Certified trial lawyer who has spoken in public more times than I can remember, I still get nervous every time I'm asked to speak in public.

Even golfing—I play a fair amount of competitive golf, and I get nervous before important golf rounds. Sometimes it feels like my heart is beating 1000 times per minute.

I've tried to figure out ways to “calm my nerves” and “relax” before speaking in public or playing important rounds of competitive golf, and nothing really works. The nerves still hit me—sometimes the nerves hit me pretty hard.

I recently read an article about how to “calm your nerves” that's pretty cool. It's so cool that I want to share the gist of it with you.

Apparently, compared to people who tried to “settle” their nerves before public speaking, people who focused on channeling their nervous energy into excitement were rated as being significantly more persuasive, more competent, and more confident, by a



panel of strangers. The same technique increased SAT-style scores by 22%.

When people get nervous, they sweat, their heart rate increases, and stress hormones like cortisol start pumping through your system. Guess what? The same bodily process occurs when you're excited!

So, instead of trying to calm yourself down before your next anxiety-inducing event, try to pump yourself up. Get excited. Tell yourself—mantra style, “I am SO excited! I'm going to be amazing!” Repeat this to yourself and to others. If you say those words to yourself, that's exactly how you'll feel and how you'll do. What you tell yourself and others has a profound effect on how you perform and feel about your own performance.

Forget “Keep Calm and Carry On.” Instead, think: “Get Pumped and Kick Butt!” ■



To your success,



VB ATTORNEYS THEN AND NOW: CELEBRATING 10 YEARS OF HELPING CLIENTS SUCCEED

VB ATTORNEYS THEN



PLAIN WEBSITE

VB ATTORNEYS NOW



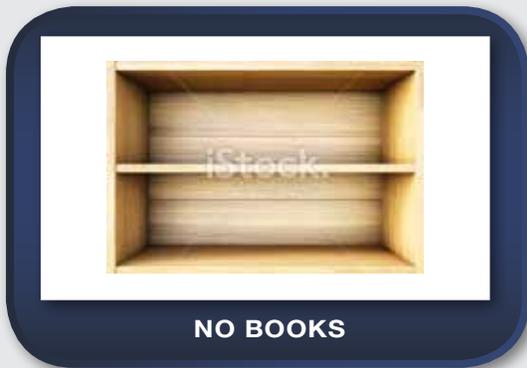
AWESOME WEBSITE



BROCHURE



SHOCK & AWE
PACKAGE



NO BOOKS



EIGHT BOOKS



NO VIDEOS



COUNTLESS VIDEOS



Book of the Month

The Everything Store: Jeff Bezos and the Age of Amazon by Brad Stone

From mailing you the latest Dean Koontz thriller to becoming the everything store, Amazon.com has become a mainstay of American culture. As a success story, the story of Amazon is one of disruptive innovation. This book explores Amazon's unique corporate culture that has transformed retail the same way Henry Ford revolutionized manufacturing.

SUPERSTAR SPOTLIGHT

Curtis McAllister

"Failure is not an options but a condition. We can change that by turning the No to Yes!"

A retired ILA Philadelphia Longshoreman, Curtis has been on our newsletter list for some time now. We caught up with him recently to ask him about what success means to him.

Occupation: Executive Director for SLINX Inc. Formerly a retired ILA Philadelphia Longshoreman 39 years; Local 1291 - 8 years as a Recording Secretary; and Retired US Air Force Reserve Master Sergeant (27 years in service, one tour in Iraq).

What is your favorite part of your job? In my former jobs, I enjoyed instructing co-workers how to operate heavy equipment safely and how to keep others safe. In the military, I enjoyed serving my country and now I'm teaching self-motivation and entrepreneurship to veterans and high school students.

Where do you live? Philadelphia, PA

How did you discover VB Attorneys? Some years ago, I was at an ILA workshop in Savannah, GA, and I picked up Mr. Beckcom's flyer. I read it, saw they were offering some information on winning cases and knowing your rights under maritime law. I emailed the office and asked to be put on the mailing list.

What is your favorite way to hear from us? The newsletters.

What do you like most about our communications? Over the last few years, I noticed some of the things Brian was saying in the newsletter, and I asked myself if he was just a lawyer or if something spiritual had moved him. When I was young, I read a

book called *The Birthright of Man*. It talks about Mahatma Gandhi, who was a lawyer who then became a spiritual leader. What Brian is teaching is helping me instruct others to motivate themselves to be successful.

What is your favorite thing to do? After working 60–80 hour weeks before retiring, I now enjoy quality time with my wife Joan. I enjoy playing my piano and the harmonica.

What is your favorite spot on the planet? Hawaii.

Do you have a favorite sport? Football.

Who do you most admire? Dr. Martin Luther King, Jr.

What is your favorite book and why? The Bible. There are so many stories about failure in the Bible—stories of trial and tribulation of the human race, but they are balanced out by the stories of success. The success stories hold and challenge mankind to continue to better our selves.

What is your definition of success? My definition of success is laying out a blueprint for your goals and accomplishing your game plan. You must practice, study, and teach. The most important reason is what was so given to you through your labor, you must give it back by helping someone.

What is your definition of failure? The human element of failure is that most people, all their lives, have listened to people telling them "NO, you can't do that. You'll never make it. You're a bum." It ruins your dreams and hopes. However, failure is not an option. It is a condition. We can change the condition by turning the no to yes.



Want Help from the VB Attorneys Team?

We are here to help you with your legal needs. We always have someone available to talk to you immediately, and all calls about legal issues are confidential, private, and free.

All calls are returned within 24 hours, no exceptions, and we never charge for initial consultations. You can also email 24 hours a day, 7 days a week, to help@vbattoorneys.com.

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IN THIS ISSUE...

- It's our 10th anniversary! See inside for Then and Now...
- Brian shares how to instantly overcome your fears.
- Superstar Spotlight: An inspiring talk with Curtis McAllister.



THANKS FOR YOUR REFERRALS!

Readers of this newsletter have referred 220 clients to our firm since 2009. Thank you so much! (P.S. If you're not friends with Brian on Facebook, send him a friend request and he'll confirm it.)

VB CASES OF INTEREST: APRIL 2014

Dump Truck Driver Injured While Waiting in Line

Last September, a dump truck driver was waiting in line when another driver hit him. The other truck had a machine that grinds asphalt attached to it, and the machine collided into our client's dump truck, injuring him severely. He was off work for three months without pay and without medical treatment. After some serious thought about his future, he decided he should talk to lawyers about his options. He contacted us and hired Curtis for his case.

Offshore Worker Injured by Exposure to Silica and Asbestos

Our client worked offshore for years. Back in the 80s, he was exposed to silica and asbestos while sandblasting a Shell Oil

Platform. He was recently diagnosed with bilateral asbestos plaques as well as late-stage colorectal cancer. He and his wife went searching for answers. They contacted us and now have Brian working on his Jones Act case.

Car Accident Victim Seeks Compensation for Injuries to Dominant Hand

Our client was hurt in a car accident last month. The accident badly injured his dominant hand. He was having problems and sought help. His friend, who is a current client of Vuk's, told him to give us a call. He has hired Curtis to lend a helping hand and get him the compensation he deserves from GEICO. ■



4 **New address or phone number?** Help us stay current by letting us know! Call Emily at (713) 224-7800 or email her at emily@vbattorneys.com