

Bert Botta, Captain
TWA/NetJets (ret)
Email: bert@bertbotta.com

What's Your Legal IQ?

How Emotional Intelligence Can Be the Key to Winning a Case!

You can be smart as a whip intellectually and be an emotional dunce! A high IQ has often little relevance to a high EQ, or Emotional IQ.

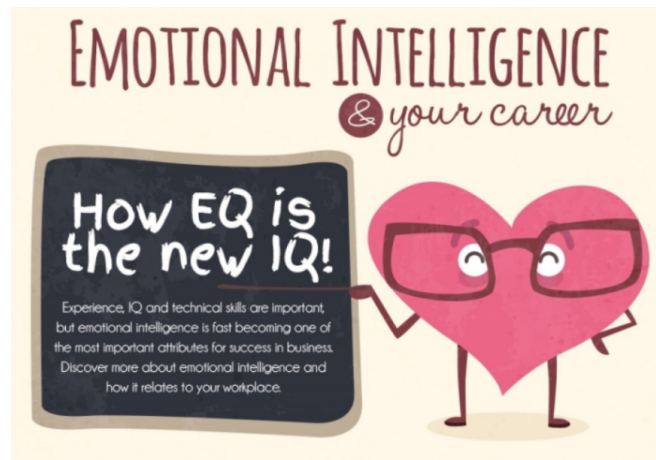
We all know people who are very sharp intellectually but lack “common sense.”

Brain smarts often get people in trouble

Because brain-smart people often rely solely on their

Brains to figure things out, thereby missing out on

Emotional clues that tell a whole different story



What is Emotional Intelligence?

Simply put, Emotional Intelligence is the ability to sense one's own feelings and emotions as well as pick up on someone else's feelings and emotions.

When you can do that it gives you a competitive edge, if you know how to use it.

Emotional Intelligence is lacking in most people because they react instead of respond to stress and life in general.

When you have the ability to respond to situations, that composed, emotional edge gives you an immediate advantage.

Why a High Legal EQ Can Help Win a Case!

Most people have low Emotional Intelligence.

Emotional intelligence isn't taught in school. If you're lucky, you have it in your DNA or you inherit it from good parents or a mentor.

Most people are ruled by and run by their emotions.

You know what happens in a deposition where the opposing counsel gets you "in an emotional corner" and you either react irrationally and emotionally or you handle it well, with a high level of EQ. (Your good EQ response leads to great referrals!)

Why Brain Smarts Seldom Win in Court

Brain smarts have very little to do with Emotional Smarts, or "street smarts."

Emotionally smart people can "read" others and use that to their advantage.

They can "pick up" on the emotions of others.

Those emotions tell them something.

When you know your feelings/emotions and the feelings of others

You can't easily be fooled.

Because that gives you a "competitive" edge

Over others with a high IQ who are considered to be "smart"

This all takes training so you can learn

- (1) What you're feeling
- (2) What it's telling you
- (3) How you're reacting or responding to those feelings
- (4) What to do with them and then
- (5) How to respond, not react...

If you want to see how you rank on the EQ scale, here's an EQ quiz that you can take:
<http://www.ihhp.com/free-eq-quiz>.

After you take the test if your results aren't the greatest, let's talk about how we can raise your score.

I'll "see" you in court....

Bert

