

# LITTLEJOHN LAW, LLC

**“BUILD IT, PROTECT IT, AND PRESERVE IT”**

A MONTHLY NEWSLETTER FOR AWESOME CLIENTS LIKE YOU!

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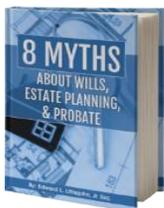
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*Our Goal is to Help Everyone Make Great Decisions about their Legal Issues.*

Visit [www.elittlejohnlaw.com](http://www.elittlejohnlaw.com) for our Free E-books and Free Resources addressing your Real Estate, Business, and Estate Planning concerns.

### **8 Myths About Wills, Estate Planning, and Probate.**



Get your Guide Today!

## HAPPY LABOR DAY.

Labor Day is a time to thank the “Laborers” of the world. So this Labor Day be sure to take some time to Thank the hardworkers... you know the people handling the day to day things, that make your life easier. We all need to learn to appreciate and value different opinions.

Lately, there’s been a lot of crazyiness going on in the world. From the all the protests to shooting at our local courthouse. We need to learn to respect each other even if we have different beliefs. That’s what makes America Great. We can respect each other even if we don’t have the same ideas.

We need more Respect and Love. No that doesn’t mean that you let someone walk over you, but it also doesn’t mean that you try to take advantage of someone.

Time and time again, we reject a case or a client that doesn’t conform to our Core Values. That doesn’t mean the person doesn’t have a case. It doesn’t mean that they are a “bad” person. It just means that they don’t meet our criteria for the cases and clients that we’re looking to work with. And we recommend them to another lawyer who can help them.

But what we don’t do is belittle them or berate them. We respect them enough to help them get the help that they need and the help that they deserve. If only more people could stick to their Core Values and “Do the Right Thing”

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***“If we could look into each other’s hearts and understand the unique challenges each of us faces, I think we would treat each other much more gently, with more love, patience, tolerance, and care.” – Marvin J. Ashton***

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## **Tip of the Month – Litigation Insider – Settlement Survival Tactics**

So, you have a dispute and you're ready to settle it. Just remember people don't have "legal problems," they have "personal problems" that turn into legal ones. In most instances, if you get down to it there's some "personal" dispute that has triggered a "legal problem." Below are some Rules and Strategies to help you Settle your dispute.

### Edward's Rules to Negotiating

1. Always have your bargaining chips. Negotiation is a give and take. You have to have something to give up so that you can get something else in exchange for it.
2. Make Good Offers - good offers are reasonable based on circumstances; realistic; and enticing to the other side.
3. Nobody likes losing – everyone wants to feel like they "won" something from the deal.
4. Start from a position of power – be sure to have a winning hand and if you don't let them make the first offer.

### Here are 5 Negotiating Techniques to help you Win and Close the Deal.

1. Mirror words selectively – repeat the last one to three words your counterpart just said back to them. This is one of the quickest ways to establish a rapport and make your counterpart feel safe enough to reveal themselves.
2. Practice tactical empathy – demonstrate to your counterpart that you see the nuances of their emotions. Phrases like "it sounds like you are afraid of..." or "it looks like you're concerned about..." go a long way in disarming the other side. List the worst things that the other side could say about the situation and say them first. This will quickly and effectively disarm them.
3. Get a "No" – being pushed for "yes" makes people defensive, they fear a trap. But saying "no" makes the speaker feel safe, secure, and in control, so trigger it. Ask no-oriented questions, like "is now a bad time to talk?"
4. Trigger "that's right" – the moment you've convinced someone that you understand their feelings is the moment a negotiation breakthrough can happen. Trigger a "that's right" response by summarizing and reaffirming how your counterpart feels and what they want. This creates a subtle epiphany and simultaneously confirms that they share empathy with you.
5. Create the illusion of control – the secret to gaining the upper hand in a negotiation is to give the other side the illusion of control Don't try to force your opponent to admit that you are right. Ask questions, that begin with "How" or "what" so your opponent uses mental energy to figure out the answer.

## RECIPE OF THE MONTH – DOUBLE CHOCOLATE ZUCCHINI BREAD

### INGREDIENTS:

*Makes 1 large (8 x 5 inch) loaf*

- 1/2 cup (4 ounces) unsalted butter, softened
- 1 cup (7 ounces) granulated sugar
- 2 large eggs
- 2/3 cup (1 ounce) unsweetened cocoa powder
- 1 teaspoon vanilla extract
- 1/4 teaspoon salt
- 2 teaspoons baking powder
- 2 cups coarsely grated zucchini
- 1 1/3 cups (6 ounces) all-purpose flour
- 1/2 cup semisweet chocolate chips

### DIRECTIONS:

Butter and flour an 8x5-inch loaf tin, then preheat the oven to 350°F.

In a large bowl, cream together the butter and sugar until light and fluffy, then beat in the eggs one at a time until completely combined. Stir in the cocoa powder, vanilla extract, salt, and baking powder. Fold in the grated zucchini, then add the flour and chocolate chips to the bowl. Stir until just combined.

Transfer the batter to the loaf tin and spread out using a spatula or the back of a spoon. Bake for 50 to 60 minutes, until the cake has risen and a toothpick inserted into the center of the loaf comes out without batter on it (the toothpick might just have some melted chocolate on it from the chocolate chips).

Let the cake cool in the pan for 10 minutes before turning out onto a wire rack to finish cooling completely. Enjoy



**Last Call to send us your [Favorite Summer Recipe](#) to try out. WE love trying new recipes!**

### WHAT'S NEW WITH ME AND MY OWN

Trying to find the time for sleep and operating on little sleep. Kyzlee is keeping Kellee and I up most of the night. Hopefully, that changes soon! One things for certain, Kyzlee and Courage get along well!

Hopefully, you were able to see the Solar Eclipse and had the protective glasses. It sure was an amazing sight. If you missed it, you'll have to wait until April 8, 2024 to see it again.





Jeff's enjoying the Zucchini festival with his fiancé Ally. Jeff and Ally went to a Zucchini Festival near Columbus. That's where Jeff found the Zucchini recipe.

Cassandra's busy getting the kids ready to go back to School! Her son's starting 3<sup>rd</sup> grade and her daughter is starting pre-school. Good luck guys!



Also, Edward received the Clients Choice Award from Avvo for 2017. This award is given to attorneys who receive five or more 4Star reviews in a calendar year. Congrats! Your reviews help us find more clients who are in need of our legal services.

### ***Estate Planning Seminar Coming Soon!***

Littlejohn Law will be hosting an Estate Planning Seminar in November. This is a Littlejohn Law VIP Event, which is Free to all of our past and current clients. Be on the lookout for more information. We'll be talking about *How to Have the "talk" with a loved one? How to help out, as a Power of Attorney and Health Care POA?* And a brief introduction of the "Medicaid Monster" and what you can do to protect your assets.

If you're having a difficult time talking to your parents or loved ones about getting their affairs in order, then this is a must attend seminar for you. And if you can't wait until November give Cassandra a call to get some initial information regarding Estate Planning.

Be sure to pre-Register by texting Cassandra at 740.235.4392 your full name and your most important Estate Planning Questions.

## CONTACT INFO & ADMINISTRATIVE ANNOUNCEMENTS

#1 Our office will be Closed on **Monday, September 4, 2017** for Labor Day and we will be closed on **Friday, September 8, 2017.**

#2 Our promise to you is that while we are working on your case, we don't take inbound phone calls or emails. **Edward and Jeff takes no inbound unscheduled phone calls, unless it's an emergency.** It makes him much more productive and helps get your case resolved faster. You can always call the office at 740.346.2899 and schedule an in-person or phone appointment, usually within 24-48 hours. This is a lot better than the endless game of "phone tag" played by most businesses today. Remember, too, that email is "quick," but is checked no more than twice a day. Replies are then scheduled into the calendar. So, if it's really important, don't email – call the office instead.

#3 Referrals are much appreciated and welcomed. If you know anyone who might benefit from our services, please pass along their name and we'll get our Free Resources out to them immediately. We would be grateful for the opportunity to work with some of your friends, co-workers, colleagues, and associates. And we promise to give them the special care and attention they deserve.

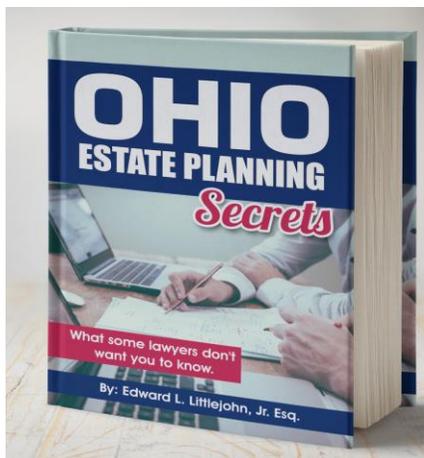
#4 This newsletter is for informational purposes only and no legal advice is intended. Be sure to consult with this law firm if you have a specific question about your situation.

I sincerely hope that you enjoy reading this as much as I enjoyed writing it.

Yours Truly,

*Edward L. Littlejohn, Jr.*

Edward L. Littlejohn, Jr.



Check us out at [www.elittlejohnlaw.com](http://www.elittlejohnlaw.com). If you know anyone who may be in need of legal advice feel free to give them our telephone number or visit our website to get their legal questions answered.

740.346.2899

**Littlejohn Law, LLC**

## *Inside this Issue ...*

- *Litigation Insider – Settlement Survival Tactics*
- *Recipe of the Month Chocolate Zucchini Bread*
- *And more ...*

*Happy Birthday to all the September Birthdays!*

*Enjoy your special day!*

**LITTLEJOHN LAW, LLC**

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