

## Qualities

- Compassionate with good people skills. The ability to connect with all walks of life in a genuine and authentic manner. If you can begin to understand or appreciate how your client feels then it is a starting point to view problems or issues from the clients perspective, whether you agree with them or not. The client has hired you and is paying your fees, so its only right to let them have their say and then try to work back from that to find the best legal solution to address the problem.
- Excellent Communication Skills. This might seem a strange one as sometimes John could baffle people with his Scottish brogue, but in actual fact John was rather good at listening. Over the years I found that John did a lot of listening rather than always talking. You can learn a lot by listening as their is always so much information to absorb and analysis. Connect with the people you are involved with by genuinely listening to what they have to say.
- Creativity and thinking out of the box. One of Johns partners Jonathan McQueen told me recently that John was a master at this so he would be the person to speak to to get more information on how John was good at “thinking out of the box”. I am sure that he will happily explain this one. John was master of unique solutions and he tended to always be optimistic that the correct solutions could be found to the most complex of problems.
- Strong personal values and gaining the trust of others. Being assertive rather than aggressive are two completely different things. Trust and faith, as at the end of the day the clients are putting their trust and faith in you to solve their problems.
- Perseverance and passion for the law, this is what drives you when things are not going well and people pick up on that. A clear vision and doing things for the right reason. The ability to keep calm under pressure and self believe in yourself.