

THE LAW OFFICE OF KENNETH E. BERGER, LLC

Safety First,
Justice Always

JULY 2021 NEWSLETTER

“Take Time to Make Time”

My dear friend and Chief Operating Officer, Jason Savage, has long encouraged me to take more time for myself. He often reminds me that as the owner of the firm, I’m the only person who can give myself vacation – and that I should. Until recently, I never listened. There was always a reason to be in the office, to come in over the weekend, to respond to one more email before bed, and to just keep working. Those reasons still exist; they are outnumbered and outweighed, however, by the logic of rest, relaxation, and self-care.

Most people learn this truth at some point in their career. For me it took getting married and approaching a 40th birthday to accept and appreciate that I’m a better lawyer, friend, and person when I counterbalance the fulfillment brought on by work with the lightness brought on by play. Getting up early and working late is much easier when I know something mindless and fun is approaching on the calendar. For years this has been a 7-day-per-week job – not all day, every day but every day for part of the day at least. The cycle was not going to end until I took myself off the wheel.

For any client or referring attorney reading this, don’t worry. I am still working plenty and find myself sharper and more dialed in because of the breaks. Similar to a machine, we perform better with rest. By sitting down to make time for myself, I am better able to serve others. Like so much else in life, this paradox has a logic all its own, one I should have learned years ago and which I hope to not soon forget.



Disclaimer: Any result I may achieve on behalf of one client in one matter does not necessarily indicate similar results can be obtained for other clients. In addition, some of these results were obtained in connection with other firms. I am a South Carolina injury lawyer, not a miracle worker. I evaluate every case on its own merits and only accept a limited number of new cases every year.

For Referring Attorneys

If you are one of our many referring attorneys, we want to thank you for allowing us to serve. Your trust means a great deal.

We seek to strengthen your relationship with the client by providing him/her with a great experience, as well as a great result. Additionally, we always make it a point to emphasize that you are truly the person to thank, as it was your good judgment that allowed us to take part in their representation.

If questions arise in the coming month concerning a life-changing injury or wrongful death case, we are here to help. From simply answering your questions to being associated on or referred the case, please let us know what we can do to benefit you and the client. Likewise, if you have a potential client call us directly, be sure to have him/her say who made the referral so we know who to thank.

To discuss anything from litigation tactics to our core values, call us at (803) 790-2800 or email kberger@bergerlawsc.com.

Keep Moving

To me, if life boils down to one thing, it's movement. To live is to keep moving." – Jerry Seinfeld

We are all emerging from a period of more stillness. While the stillness was necessary and there are some benefits to it, the reopening of our community has me pensive about how important movement is: Movement is important for our physical health, movement frees our minds, and movement gets results for our clients.

While I walked my two crazy dogs for countless miles over the last year, I stopped going to the gym. Last week I returned to the gym after the year-long hiatus. At the end of my third class, I was presented with a "Strong Start" t-shirt with lots of attention and fanfare. In my 20's or 30's I would have laughed, or even been embarrassed. But this time, as a 51 year old woman,

I was downright giddy. It didn't matter that I was breathing too hard or sweating too much. It felt so good to be moving again. It was only 7:00am and I felt energized and ready to tackle the day. When I got to my desk I saw the issues in my cases more clearly. What seemed complex and confusing the night before, seemed more simple and straightforward. I had moved and I was ready to move things for my clients.

Movement is so important in life and in our cases. If we don't keep things moving by making the call, sending the email, doing the research, drafting the letter, or filing the brief, justice is not served for our clients. Advocates move the ball for their clients and do so much more effectively when they know how to move the ball (or the barrel) for themselves.



– Attorney Liz Dalzell

Firm Snapshot

Welcome Karissa Richardson

We are pleased to welcome Karissa Richardson to the Law Office of Kenneth Berger!

Karissa has been a resident of Columbia since 2010 and received her associates in paralegal studies from Midlands Technical College in 2016. When she joined our team, she said, “I was drawn to the unique values the firm upholds and jumped at the opportunity to work alongside this dedicated, hardworking team.” In her spare time, Karissa enjoys every spare moment with her husband and their little boy, Skyler.



The Practice of Law

Learning From the Best

One of the best pieces of advice my dad gave me when I started practicing was to seek out the best lawyers in the country and learn from them. When it came to CLEs, my mindset wasn't, “How do I get my hours?” It was, “Who's the best and where are they presenting?” One of the lawyers I came across was Nick Rowley. He isn't much older than me but has achieved more than most lawyers would in 100 lifetimes. Put simply, the guy is a phenom. I don't know how he does it, so in addition to reading his books and listening to podcasts, I was looking for an opportunity to learn from the fella in person. That chance arose by way of a week-long workshop later this month in Montana, so Big Sky in July it is.

I don't plan on riding horses or getting talked into white-water rafting, but I do intend on learning a heck of a lot from Nick and some other top trial lawyers while I'm out there. As importantly, I look forward to incorporating their lessons into my own style. Emulation may be the highest form of flattery, but it also looks phony. One of the things I admire about Nick's “Trial By Human” approach is the emphasis on being your truest, most honest self. I like my full character and want to do a better job of bringing it to bear inside and outside the courtroom. Nick is the best I've seen at it, and that's why I'm headed out west to learn.

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Best Practices Podcast

Over the past couple months, Kenny has had the pleasure of interviewing several knowledgeable attorneys on his legal podcast, Best Practices with Kenny Berger. We now have 11 insightful episodes available and many more to come, covering a range of legal topics from the benefits of using before and after witnesses to building a national legal practice. Listen on Apple Podcasts, Google Podcasts, Spotify, or by using the player on our website, bergerlawsc.com.



BEST PRACTICES
WITH KENNY BERGER

Latest Episodes

- Beyond Theory: The Modern Approach to Legal Education | Dean Danielle Holley-Walker
- Quality Over Quantity: Using Before & After Witnesses to Strengthen Your Case | Chris Finney
- The Other Side of the Story: Presenting the Defendants' Humanity | Ashby Pate
- All-In, All the Time: How Teams, Focus Groups, and Witness Prep Help Win Cases | Russell Button & Ashley Washington
- PTSD: Damages, Diagnoses, and Deceptive Defense Doctors | Dorothy Clay Sims
- Track & Verify: Using Data to Challenge Your Team & Maximize Case Value | Amy Witherite
- Creating a Nationwide Presence through Consistent Effort & Creativity | Ira Leesfield