

 **RECOMMENDED READING**

"You are a Badass"
by Jen Sincero

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In an increasingly demanding and competitive legal environment, professional development no longer depends exclusively on technical knowledge. The ability to communicate clearly, build trust, make timely decisions, and take on challenges with independent judgment has become a differentiating factor in the career of any lawyer.

In this context, *You Are a Badass*, by Jen Sincero, provides a relevant perspective by placing at the center the impact of a person's mindset on professional performance. Through a direct approach, the book suggests that those who achieve their goals share a common element: the conviction that they are capable of achieving them. This idea, although simple, is particularly applicable to the practice of law, where confidence in one's own judgment directly influences the quality of advice and the trust built with clients.

One of the most valuable reflections is understanding that professional growth necessarily involves facing scenarios of uncertainty and error. In this regard, the book proposes a vision of success as a continuous process, in which moving from one challenge to another, without losing momentum, is more decisive than avoiding failure. Applied to the legal field, this is reflected in the ability to take on complex matters, adapt to changing contexts, and maintain a constructive attitude in the face of difficulty.



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The difference between moving forward or staying still lies precisely in making that decision.”

Likewise, it highlights the importance of decision-making as a central element of professional practice. Indecision not only delays results but also limits individual development. On the contrary, making decisions with sound judgment, even in imperfect scenarios, allows one to move forward, learn, and generate value, both for the client and for the organization.

On a personal level, this reading leaves a valuable lesson: professional growth depends on the conscious decision to take an active role in one’s own career. It encourages strengthening self-confidence, taking responsibility for one’s own development, and daring to step outside the comfort zone, incorporating soft skills such as effective communication, emotional intelligence, proactivity, and teamwork, which are now essential to generate value and build trust-based relationships with our clients and colleagues.

In the end, the message is clear: our development is not defined solely by what we know, but by how we position ourselves, how we seize opportunities, and how we manage our own beliefs in an increasingly demanding and competitive professional environment.

From my experience, one of the most relevant takeaways from this book is understanding that the turning point lies in the decision to act. The difference between moving forward or staying still lies precisely in making that decision. In the practice of law, this not only defines our trajectory, but also the impact we generate for our clients, the strength of our recommendations, and the strategic value we bring to each decision.



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