

EDITOR-IN-CHIEF'S PAGE

"I take great pleasure in preparation.... It gives me serenity. In my line of work I have a real responsibility to avail myself of as much information as I can and to learn from the things other physicians have done. I need checklists and structure to step from one patient to the other. If you are prepared, the likelihood of success is that much greater." - Interview of Dr. Ben Carson, *in* Ronald M. Shapiro, *Dare to Prepare: How to Win Before You Begin* 269 (2008).

Dr. Ben Carson, the internationally renowned pediatric neurosurgeon, is a healer, transformer of lives, inspiration to millions, and preparer *par excellence*.

Although I'm no Ben Carson – far from it – I am a prodigious preparer.

There have been times when my intense preparation seemed an ill-advised excuse to avoid getting to the important stuff: the tough negotiation; the key deposition; the pivotal oral argument; the crucial meeting with an enforcer, legislator, or policymaker; the opening day of a round of mediation sessions; or the bet-the-company conversation with an energy company CEO or General Counsel.

Over my career I've come to learn, however, the tremendous value of preparation before jumping into any significant matter. Whether it is a personal or professional matter, careful preparation is the key to success.

This crucial point was reinforced earlier this month when I participated in the Inaugural Energy Enforcers and Defenders Forum sponsored by the Energy Bar Association's Compliance & Enforcement Committee (which I chair) and Georgetown Law School. Our featured speaker was Ron Shapiro, a highly regarded negotiator, attorney, sports agent, and New York Times best-selling author. Ron regaled a diverse crowd of energy industry enforcers, regulators, defense attorneys, consultants, students, and academics on how we could improve our negotiations skills in the ever challenging energy compliance and enforcement arena.

In the process, Ron Shapiro imparted a number of valuable lessons, all of which linked back to a single, clean rule: systematic preparation is essential. After the session, meeting participants lauded Ron's "preparation principles checklist" and excitedly shared how they might work these principles into their careers and personal lives.

Dare to prepare, no matter what the endeavor! The likelihood of success will be that much greater.

Respectfully,

Bob Fleishman