

Best Practices for Contentment

EXPERIENCES VS. POSSESSIONS

Research shows that people who are more materialistic are more likely to be dissatisfied with life, more depressed, and more narcissistic. However, this research also shows that there is a right way to spend money –on experiences.

Experiences improve with time in the memory and are difficult to compare. They also tend to be more social, which in turn, makes us happier. Although there are material purchases that can contribute to an experience –a tennis racket for playing tennis with loved ones, concert tickets, books, etc.

“This is sort of good news for materialists. If your goal is to make yourself happier but you’re a person who likes stuff, then you should buy things that are going to engage your senses. You’re going to be just as happy as if you buy a life experience, because in some sense [it] is going to give you a life experience.”

SOURCE: D. A. Gievara et al., To have in order to do: Exploring the effects of consuming experimental products on well-being, 25(1) J. Cons. Psych. 28-41 (2015).

NPR Podcast

[Why You Can't Stop Looking At Your Phone](#)

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Wellness & Self-Care

MAGNESIUM SUPPLEMENTS Research suggests that magnesium plays an important part in protecting the brain and may reverse cognitive deficits by preventing loss of connections between nerve cells, typical in Alzheimer's disease.

Magnesium also regulates the hypothalamic-pituitary axis –the main stress-response system –by controlling circulating levels of the stress hormone cortisol. Low levels of magnesium have been linked to depression. Depression is seen as a disorder involving inflammatory process in the brain, and magnesium deficiency is associated with increased levels of inflammation promoting substances. Additionally, raising magnesium levels may help reduce anxiety, as magnesium aids in the extinction of fear memory, without affecting the ability to form fear memories.

SOURCE: Hara Marano, An element of protection: Magnesium is a mineral essential to mental health, Psychology Today 29-30 (May/Jun 2016).

Practice Tips

SOCIAL MEDIA FOR LAW FIRMS [Create Top-of-Mind Awareness](#)

Social media provides an ideal channel to create quick touch-points multiple times per week –ensuring that when the opportunity for a referral arises, your referral sources think of you.

[To Enhance Credibility](#) Use social media as a platform to demonstrate your expertise and your status as a thought-leader within your practice area.

[Build a Consistent Brand](#) Building an effective brand requires consistency and repetition. Use your social media presence to reinforce your focus and to communicate this focus with your target market.

[To Educate & Engage Your Audience](#) One of the important functions of your internet foundation is to condition and pre-educate potential clients and referral sources. Many lawyers have reported that their closing process is faster because “nightmare clients” have already been filtered out and good clients have already been pre-educated.

SOURCE: Daniel Decker, Four Ways to Use Social Media for Small Law Firms, Law Technology Today (Apr 4, 2017).

I don't want to get to the end of my life and find that I lived just the length of it. I want to have lived the width of it as well.

-- Diane Ackerman