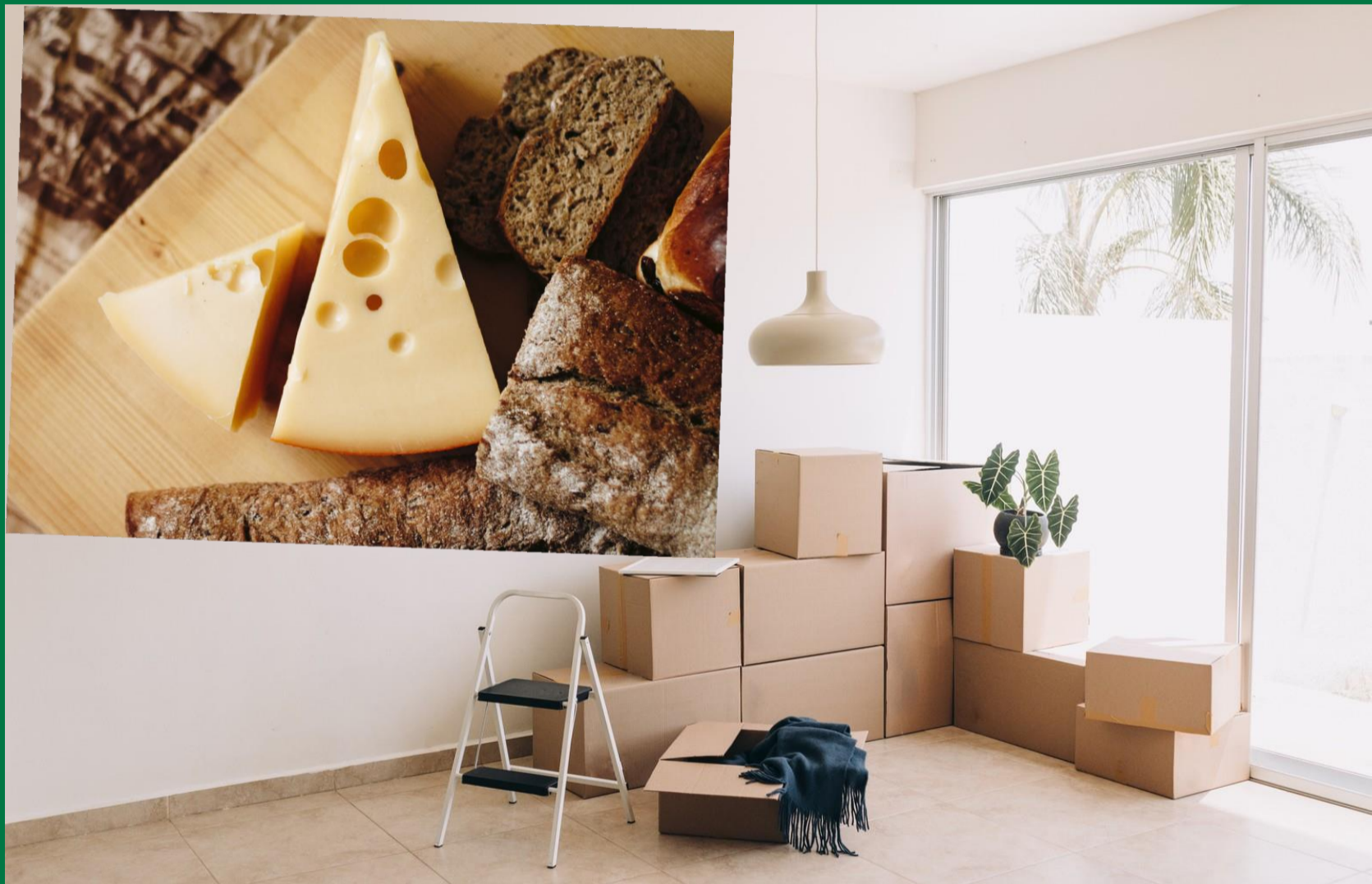




THE MOVED CHEESE



**Dr. Kemi Pinheiro, OFR, SAN,
FCI Arb.**





ABOUT "WHO MOVED MY CHEESE?"

A BOOK BY

DR. SPENCER JOHNSON.

- Johnson's cheese is a metaphor for what you want in life – a good job, a loving relationship, money, possessions, health or spiritual peace of mind.

"**WHO MOVED MY CHEESE?**" HAS **SOLD 28 MILLION COPIES** SINCE IT WAS PUBLISHED IN 1998.





**“WHO
MO  ED
MY CHEESE”**

“CHANGE”...the feeling of comfort you have from
doing the same thing everyday



WHO ARE YOU?

SNIFF,



**SCURRY,
HAW ?**



HEM



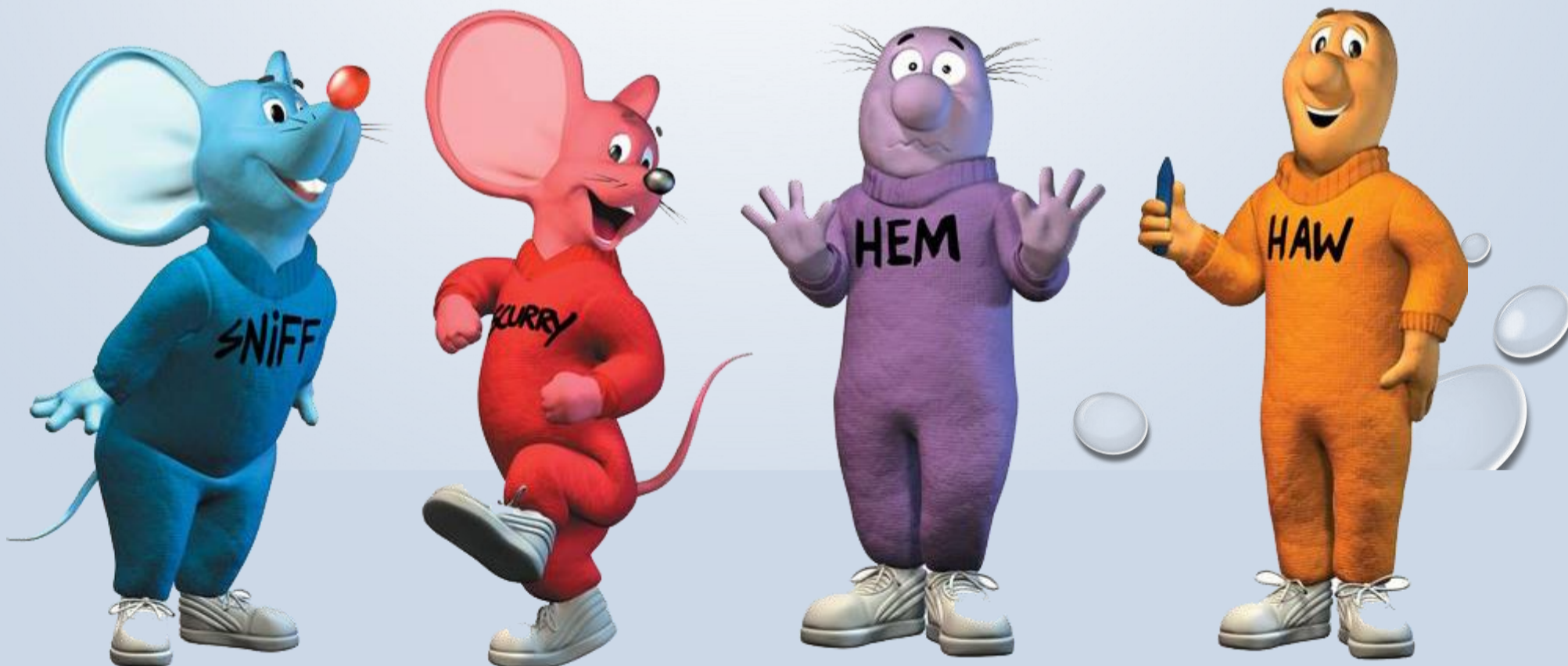
OR



We will know shortly.



- **SNIFF** Anticipates change
- **SCURRY** Ready to adapt
- **HEM** Never adapts, blames others
- **HAW** Reluctant but slow to adapt





WHO ARE YOU? CONT'D.

EXAMPLES:

- THE NEWS PAPER VENDOR



- THE GUYS IN FRONT OF LSDPC



- "THE LAW" OF THE LEGAL WORLD



These people need to anticipate and be ready to adapt to change in order to move the cheese

THE MOVED CHEESE



The cheese can only be moved by anticipating and being ready to adapt to change. It is taking deliberate steps to make a difference. The Cheese can be moved by growing from small to big.

THE COSCHARIS/MADUKA

COSMAS MADUKA BEGAN HIS ENTREPRENEURIAL JOURNEY AT THE AGE OF SIX (6), TWO (2) YEARS AFTER THE DEMISE OF HIS FATHER. HE DROPPED OUT OF PRIMARY SCHOOL AND STARTED HAWKING AKARA (BEANS CAKE) TO SUPPORT HIS MOTHER. MADUKA FOUNDED COSCHARIS MOTORS WITH THE SUM OF THREE HUNDRED NAIRA (₦300), WHICH FOCUSED ON SALES OF AUTOMOBILE SPARE PARTS IN 1977. WITH HIS HUMBLE BEGINNINGS, MADUKA DID NOT GIVE UP AND EXPLORED EVERY OPPORTUNITY. IN 2015, MADUKA APPEARED ON FORBES AFRICA'S COVER AS THE MAN WHO TURNED \$0 DOLLAR TO \$500MILLION AND WAS FEATURED IN AN EXCLUSIVE INTERVIEW OF FORBES AFRICA TV SERIES "MY WORST DAY WITH PEACE HYDE".





THE MOVED CHEESE

CONT'D

ARE AFE BABALOLA, CON, OFR, SAN

AFE BABALOLA LOST HIS PARENTS WHEN HE WAS EXTREMELY YOUNG AND DID NOT PASS THROUGH A FORMAL SECONDARY SCHOOL EDUCATION. DUE TO THE ECONOMIC HARDSHIP HE HAD TO CONTEND WITH, HE BRACED UP FOR LIFE'S CONQUESTS RATHER THAN ACCEPTING THE TRAGIC TWIST OF FATE. THE YOUNG AFE BABALOLA MADE UP HIS MIND EARLY ENOUGH TO FACE THE REALITIES OF LIFE. SINCE THEN, HE HAS BEEN CALLED TO THE ENGLISH BAR IN 1963, THE SAME YEAR HE BECAME A MEMBER OF THE LINCOLN'S INN, LONDON. IN 1987, HE BECAME A SENIOR ADVOCATE OF NIGERIA, THE HIGHEST RANK OF THE LEGAL PROFESSION IN NIGERIA. TODAY, HE IS A RENOWNED LEGAL LUMINARY, A SUPERB ELDER STATESMAN, A REVERED COMMUNITY LEADER, A SUCCESSFUL BUSINESS MOGUL, AND COMPASSIONATE PHILANTHROPIST.





THE MOVED CHEESE

CONT'D

OPRAH WINFREY

OPRAH GAIL WINFREY WAS BORN INTO POVERTY IN RURAL MISSISSIPPI TO A SINGLE TEENAGE MOTHER WHO WAS A HOUSEMAID. AGAINST THESE ODDS, SHE BECAME THE RICHEST AFRICAN AMERICAN OF THE 20TH CENTURY AND NORTH AMERICA'S FIRST BLACK MULTI-BILLIONAIRE, AND SHE HAS BEEN RANKED THE GREATEST BLACK PHILANTHROPIST IN AMERICAN HISTORY. SOMETIMES IN 2007, SHE WAS RANKED AS THE MOST INFLUENTIAL WOMAN IN THE WORLD.



ABRAHAM LINCOLN

IN THE 1850s, RAILROAD CONSTRUCTION EXPANDED RAPIDLY IN ILLINOIS. THE DECADE SAW THE BUILDING OF ALMOST THREE THOUSAND MILES OF TRACK IN THE STATE. ABRAHAM LINCOLN QUICKLY IDENTIFIED THE OPPORTUNITIES IN THE INNOVATION AND AGAIN COMMITTED HIMSELF TO SELF-STUDY. SOON, HE BECAME ONE OF THE BIGGEST RAILROAD PRACTITIONERS IN THE WHOLE OF ILLINOIS AND UNITED STATES. HE PERSONALLY HANDLED A TOTAL OF 191 CASES INVOLVING RAILROAD DISPUTES. HE EARNED HIS HIGHEST PROFESSIONAL FEES (US\$5000) IN JUNE, 1857 HANDLING THE ILLINOIS CENTRAL RAILROAD CASE.



**WHAT WILL YOU DO IF
YOU WERE NOT AFRIAD?**



ANTICIPATE CHANGE



ANTICIPATE CHANGE



Is the Legal profession ready for “change”?

Is the senior lawyer ready for change?

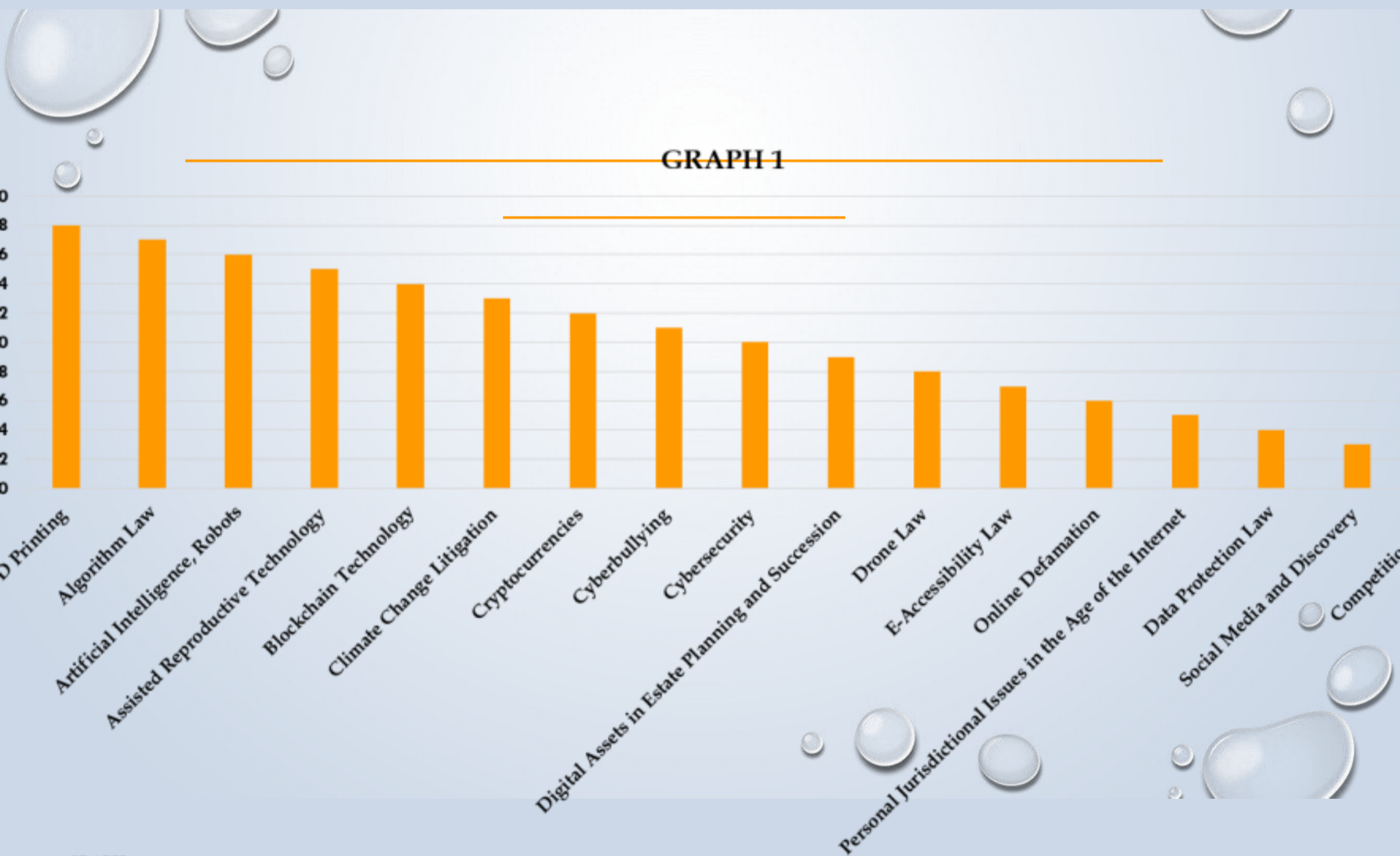
- Investment in the practice and human capital is key.
- The cheese is “moving”

Is the young lawyer prepared to meet the “change”?

- Equipping with the right tools is key.
- No more “cheese” in the known/current areas of practice.



LEGAL PRACTICE AREAS THAT DIDN'T EXIST 15 YEARS AGO

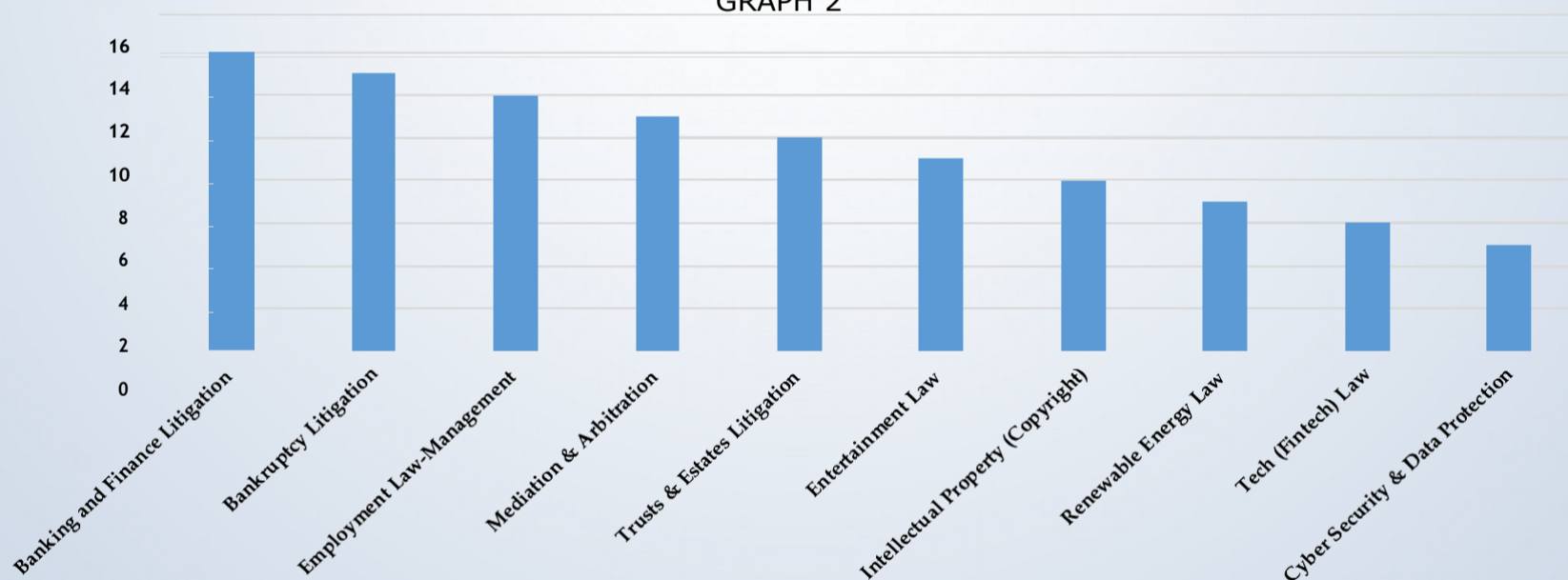


GRAPH 1



PRACTICE AREAS RANKED MOST LUCRATIVE BY 2020 BEST LAW FIRMS

GRAPH 2

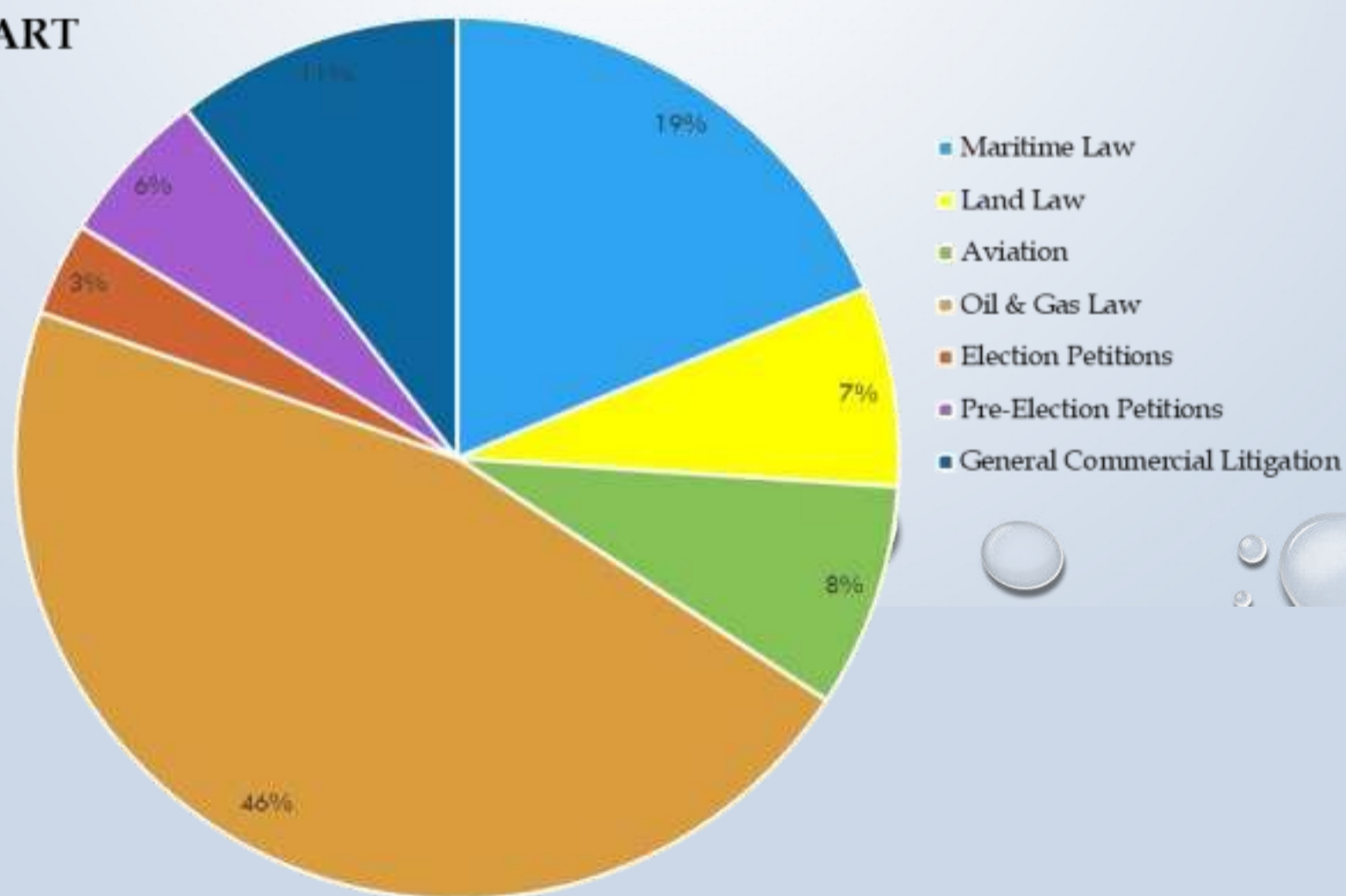


■ GRAPH 2



AREAS OF LAW ON THE DECLINE

CHART





TECHNOLOGY AND THE PRESENT DAY LAW FIRM

SOCIAL MEDIA



Social media has changed the way lawyers market their firms or practices. The rise of the LinkedIn or Facebook legal practice profile, the lawyer blog, the Youtube video, or even the lawyer twitter page, has changed the nature of the legal practice.

CLOUD BASED TECHNOLOGY

Cloud technology creates endless possibilities for data sharing, storing, and management.

THE FUTURE OF TECHNOLOGY AND THE LAW

- VANISHING LEGAL LIBRARIES
- TELEWORKING
- VIRTUAL LAW FIRMS
- SUPER SPECIALIZATION



TECHNOLOGY AND THE PRESENT DAY LAW FIRM CONT'D.

A SIGNIFICANT GAP EXISTS BETWEEN TRENDS AND READINESS TO ADDRESS THEM. FEWER THAN ONE-THIRD OF LAWYERS ARE VERY PREPARED TO KEEP PACE WITH CHANGES IN THE LEGAL MARKET.

WHILE 76% OF LEGAL PROS SAY THE INCREASING IMPORTANCE OF LEGAL TECHNOLOGY WILL BE THE TOP TREND TO IMPACT THEIR ORGANIZATIONS OVER THE NEXT THREE YEARS...ONLY 28% ARE READY.



MOTIVATIONAL QUOTES TO MOVE THE CHEESE

THE BIGGEST INHIBITOR TO CHANGE IS YOU, THINGS WILL ONLY CHANGE WHEN YOU CHANGE





MOTIVATIONAL QUOTES TO MOVE THE CHEESE. CONT'D.

**“Expecting things to
change without
putting in any effort is
like waiting for a ship
at the airport”**



MOTIVATIONAL QUOTES TO MOVE THE CHEESE. CONT'D.



**“LIFE IS A MATTER
OF CHOICES, AND
EVERY CHOICE YOU
MAKE MAKES YOU”**

- JOHN C. MAXWELL



MOTIVATIONAL QUOTES TO MOVE THE CHEESE. CONT'D.

"WHOEVER SHOWS YOU YOUR FAULT IS YOUR FRIEND.

THOSE THAT PAY YOU LIP SERVICE IN PRAISE ARE YOUR EXECUTIONERS"



- UMAR IBN AL-KHATTAB



Hurt someone with
the truth,
but never
make them happy
with a lie.

ERZA SCARLET

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Thank You