

# The PACKARD PRESS

A collection of thoughts and stories to educate, entertain and inspire.

## THE PACKARD LAW FIRM TURNS 10

Growing up, my brother, Samuel, and I used to work for my grandpa during the summers. Grandpa lived through the Depression and knew a little something about grit. He was a carpenter by trade and built his home with his own hands. He had a dusty barn, a flourishing garden, and an endless list of chores for his 8- and 10-year-old grandsons. The morning of our first day of work, Samuel and I came ready to negotiate our wages. "That's a lot of work Grandpa! How much ya gonna pay us?" He bent down to eye level and spoke in a tone that carried both authority and loving wisdom: "Boys, I'll just say it. It's gonna be haaaaaard work — and loooooow pay." We stared back with innocent eyes and our mouths wide open. And then, we got to work.

We hated it, but in a strange way, we also loved it. Grandpa was right: It was hard! Yet we continued. It was somehow satisfying to feel sweat dripping from our foreheads, and we found that doing a good job was a reward in and of itself. We felt proud of the work we had done and even brought home tomatoes, zucchini, and watermelon to show off the "fruits" of our labors. Over time, the initial motivation of money began to fade into the background and we discovered a different kind of motivation — something from within. We also experienced the bond that comes when you are unified in work. It was there in the dirt, pulling weeds and planting seeds where the dream to work together as brothers was born. The real dividends from those summer jobs with Grandpa were not in the few dollars we earned, but in the lessons of hard work and family values that we would cherish for the rest of our lives.

Fast forward a couple of decades. It was in the spring of 2011, and Samuel and I decided to make our dream of building a family firm a reality. We sold our homes, moved to San Antonio, cashed out our retirement plans, and poured every penny of our savings into the business.

Our first "office" was my son's nursery room and an occasional Starbucks during nap time. Armed with cell phones, notepads, and card tables for desks, we got to work! Filled with adrenaline, fear, and unnatural optimism, we weren't just lawyers — we were paralegals, receptionists, tech support, and everything else. We knew



that starting a law firm from the ground up would require great sacrifice from us and our families, yet we also believed that we were building something great — almost sacred. We were, as they say, all in!

Samuel was board-certified in Social Security Disability. With his expertise, we channeled our efforts into developing that specialty. We created processes and checklists that allowed us to consistently deliver great legal services to our clients. We looked at our competition and noticed that there were other "good lawyers" in our community, but we found that these "good lawyers" many times did not treat their clients with dignity or respect.

We wanted something more. What we wrote in our mission statement perhaps best captures what we wanted as a firm culture: "We pledge to render our services with the highest standards of competence, compassion, kindness, and integrity. ... We commit to this, not for purposes of marketing or increasing revenue, but because [our clients] deserve such treatment, and we take pleasure in providing it."

As we took on more clients and our firm grew, we called on more family for help. My brother-in-law, Dustin, and my brother, David, joined to help fill the legal and management needs of the firm. In 2015, we saw that our clients needed help in additional legal areas. My brother, Dan, and his wife, Alison, had just returned from a three-year service mission, and they helped us expand our practice areas. Alison focused on special-needs planning and probate. Dan focused on auto and 18-wheeler accidents, work-related injuries, and medical malpractice. Dan had over two decades of previous experience litigating these types of cases, and is a board-certified specialist in personal injury trial law. Over the next few years, and with his expertise, our firm has been able to secure millions of dollars for our clients. In one case alone, Dan and Samuel tried a case and secured a \$166 million verdict.

So, Grandpa was right. Whether in a vegetable garden or a law firm, there is simply no substitute for hard work. Over these past 10 years, we have discovered that a family firm built on family values can not only succeed, it can thrive. Today, the Packard Law Firm employs more than 35 people and we have helped over 10,000 clients fight the legal battles they could not fight alone. I am excited to see what the next 10 years brings!

**Michael Packard**  
Personal Injury Attorney

# Don't Fall This Fall!

## 3 Tips for Fall Prevention

September marks the start of *fall*, but it also serves as an important reminder about *falling*.

Falling is one of the greatest dangers seniors face. As adults age, take more medication, and lose some mobility, it becomes increasingly difficult to stay upright or regain balance — even when tripping over the smallest object. The Centers for Disease Control and Prevention (CDC) estimates that 1 out of 5 falls cause serious injuries, including traumatic brain injuries. Falling can also increase a senior's chance of falling again.

But for as common as it may be, falling doesn't have to be your norm. You can lower your risk of falling and injury with a few simple steps.

### MOVE MORE

Your body was designed to move! When you don't move your body enough, which can happen when you age, your muscles and joints can become weak and stiff. The best way to strengthen your reactions and improve your balance is to move your body. A physical therapist can help you develop a routine that targets your balance while strengthening your muscles and joints.

### IMPROVE YOUR HOME

Your home just might be your biggest threat when it comes to falls, so improve it with a few changes! Install grab bars and railings on steps and in the bathtub for extra support. Grips on the bottom of the bathtub and on slippery surfaces can give you a secure footing, while lighting along the hallway and in stairwells can better illuminate walkways. Even something as simple as moving a table or decor item out of the hallway can be beneficial!

### REVIEW YOUR MEDICINES

Sometimes medication can influence balance and movement. Talk with your doctor about the side effects of your medication and adjust accordingly. You may need to consider alternatives, but if that's not possible, physical therapy can provide assistance. It's designed to help you improve your balance and get stronger — which can lower your risk of falling.

*You can learn more about fall prevention and risks online at [CDC.gov](https://www.cdc.gov).*

## Packard Holds a Reckless Driver Accountable

Every day in Texas, an average of 43 people are seriously injured in car crashes. Last summer, our client, Sara Orozco, was one of them. In early July, she was driving through the city at about 50 miles per hour when a truck and trailer speeding in the opposite direction crossed multiple lanes of traffic and slammed into her Audi head-on.

"My car was totaled, completely turned around," Sara remembers. Police officers and firefighters rushed to the scene, and that's when things got strange.

"The person who hit me claimed they were not driving even though all of their wounds were suspiciously in line with someone who was," Sara says. Her accident was considered a hit-and-run because of that deception — at least, it was until police discovered the other driver was both driving and on the phone at the time of the crash.

A friend of Sara's rushed her to the hospital, where she was treated for a broken left hand and other injuries, including substantial bruising that made her look "like Barney the dinosaur." Those injuries turned Sara's life upside down. Her computer-based job was much harder with one hand, and her condition made caring for her 9-year-old twins challenging.

Fortunately, a friend of Sara's recommended she reach out to us for help with her car crash case! She did, and we went to bat for her against the reckless driver's insurance company. We quickly secured the funds she needed to pay her medical bills, compensate for her pain and suffering, and get back to a normal life with her family.

"I was happy that Packard worked with me so well, helped fix the situation quickly, and helped guide me through it," she says.

Sara worked closely with the Packard legal team, including paralegals Mercedes Perez, Danna Teague, and Paula Cary.

"They were total rock stars!" she says, adding, "The medical portion of my case was coordinated with Paula, and I loved working with Paula so much. ... She was very good about hearing me out and really listening to my feedback."

Sara, it was a pleasure to fight for you and give you peace of mind — we wish you the best!



# YOUR POST-CAR CRASH QUESTIONS ANSWERED

## 3 Questions Everyone Asks, and 2 You *Should* Be Asking

If you were recently in a car crash, you probably have a thousand questions bouncing around in your head. Luckily, our team is here to help! Below, we address three common FAQs — and two important questions most people don't think to ask.

### 3 POST-CRASH FAQs

1. *How will I get my car fixed, and who pays for repairs?* The person responsible for the wreck should have insurance that will coordinate and pay for repairs — usually. But things can get complicated and insurance companies can try to weasel out. It's a good idea to talk to your lawyer about what to do.
2. *How long will my case take?* Most car crash cases take 6-12 months to resolve. That said, every person and every collision is different! Your timeline will depend on how serious your injuries are, because the biggest factor is how long it takes to finish your medical treatment.
3. *How much will it cost to hire a lawyer?* Our firm charges a "contingency fee" for our cases. That means you won't have to pay anything upfront when you hire us! Our fee comes out of the settlement, and is paid only when your case is resolved. This

amount varies for each case, but is usually between 33% and 45% of the settlement.

### 2 QUESTIONS YOU *SHOULD* BE ASKING

1. *Should I get medical treatment?* Yes! Most soreness goes away after a few days, but whiplash is different from the typical post-workout soreness. Delays in treatment can impede healing. Additionally, any gap in treatment can damage your case. We can all agree, getting our bodies fixed is at least as important as getting our car fixed.
2. *Can I do this on my own, or should I get a lawyer?* You probably didn't expect to see this question in a lawyer's newsletter! The truth is that we don't want you to go through the hassle of hiring a lawyer if you don't have to, and there are a few situations where you don't need representation. For example, if someone crashed into your vacant car and nobody was injured, you should be able to sort that out yourself. However, it's smart to call an attorney any time you're in a wreck. You can reach us at 210-679-1930.



# TAKE A BREAK



Abundant	Fall	Labor
Apples	Golden	Maple
Cookout	Grandparents	Sports
Crunchy	Harvest	Windy

# PET OF THE MONTH MEET FIDO



Here at Packard Law we understand that the four-legged friends in our lives deserve some recognition, and we want to help you with that.

Each month we will be selecting a reader-submitted spotlight of the furriest (or scaliest) members of their family.

**If you would like to see your pet featured in our monthly newsletter, simply send a photo of your pet along with a short bio to: [printmypet@packardfirm.com](mailto:printmypet@packardfirm.com).**

We can't wait to meet all of your *purr*-fect friends!

## The Packard Family Is Here to Help Your Family

Personal Injury  
Social Security Disability  
Car Accidents  
Special Needs Planning

1100 NW Loop 410, Ste 100  
San Antonio, TX 78213  
210-679-1930 | [PackardFirm.com/newsletter](http://PackardFirm.com/newsletter)

PRST STD  
US POSTAGE  
PAID  
BOISE, ID  
PERMIT 411

- 1 Packard Law Is 10 Years Old!
- 2 Celebrate Fall Prevention Month With These 3 Tips  
Packard Holds a Reckless Driver Accountable
- 3 Your Post-Car Crash Questions Answered  
Pet of The Month
- 4 Life Hack: How to Recover Your Train of Thought

## Get Your Train of Thought Back on Track

### RECOVERY HACKS



Have you ever been in the middle of a conversation, presentation, or debate, stringing together thoughts in a way you hope is coherent and insightful when — poof! — you lose your train of thought? It's frustrating. You just want to make yourself understood, but your brain has other plans. What if there were a way to keep your train of thought on track? Well, the good news is that recovering your train of thought is easy with the following hacks in mind.

#### 1. REPEAT, REPEAT, REPEAT YOURSELF.

Paraphrasing your last few thoughts out loud can help you remember where you were going. Think of it as retracing your steps: You go back to the last words you remember saying, and more often than not, you'll find your direction again.

#### 2. TAKE A SHORT PAUSE.

Pausing briefly is a great way to make recovering your train of thought seem natural. This hack works really well if you're answering a question and you need time to think.

#### 3. WRITE IT ALL DOWN.

This hack works well when you know beforehand that you'll be speaking with someone or in front of people. Even if you never refer to your notes while speaking, simply writing down a road map for your train of thought can help you recover from a detour and speak more confidently.

#### 4. REMEMBER YOUR OVERALL POINT.

The easiest way to drive your train of thought into the weeds is to forget your overall point — or not to have an overriding point at all. Always have a short, overarching point you can use to recenter yourself and get back on track.

With these hacks, your brain will have to work a lot harder to make you lose your train of thought! Now you'll be more prepared to tackle any subject matter, no matter how deep or technical, that comes your way.