



IACOPO SAVI

ADVOCATE - MINDSET TRAINER



I AM THE LIGHT OF CHANGE



VISION

I imagine a world*

*where people are aware that they can be writers and leading actors of their own story, aware of what deeply fulfills them and can work towards that result.
*where the care for interpersonal trust is pursued every day and in every situation.

I imagine a legal system*

*where professionals are agents of their own professional actions, aware of their role in society taking responsibility for solutions to formal and substantive matters.
*that is a meaningful path of personal and professional growth for all human beings involved.

I imagine a world to live and share happily. A world for my daughters, one that is better than the one I have found.



MISSION

- Help and support people and companies to unlock and wield their power.
- Adapt the professional role to the core self, gaining awareness of one's own principles and values.
- Recognize the role leadership plays in problem solving and achieving goals.



PURPOSE

- Guide peers through transformative mindset shifts in how they approach the profession and customer relationships.
- Appreciate the collaborative journey and the inside-out discovery of one's identity, so that the profession can adjust to the individual and the paradigm shift is not limited to practical skills but is applicable to one's whole identity.
- Make a difference by supporting people and companies so that they can transform the legal experience into an opportunity for awareness and for personal and professional growth.

PRINCIPLES & VALUES

Bring positive thoughts, positive words, positive deeds
Pursue consistency of words and behaviors with my principles and values
Communicate clearly and transparently
Be serious, yet light-hearted
Be proactive and accountable, inspire proactivity and accountability into others
Act with respect for all parties involved, directly and indirectly

LIMITS & BOUNDARIES

Actions contrary to my principles and values, the law, public order and forensic ethics
Actions knowingly harmful to others

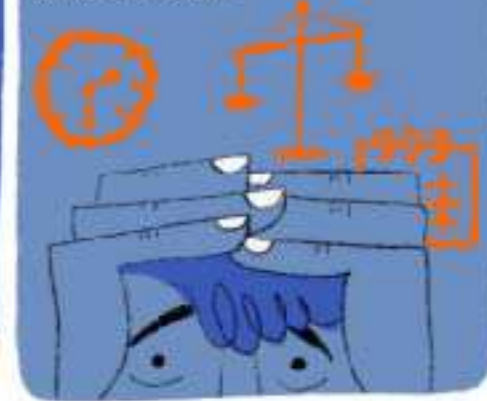
When I am centered and in a "glide" state I express my true voice and therefore the best version of me.



I'm serious yet light-hearted: in carrying out my profession and in every role I hold, I wear a smile, with full respect for each situation and circumstance.



This means creating space, both physical and emotional, as well as time to take action. This space may shrink, even rapidly, due to external circumstances, but the exception cannot be the norm.



Taking the time to listen, understand and execute is essential for me to act more effectively, especially for the benefit of others.



I can better manage stress and keep optimal performance levels. Through breathing and visualization exercises I expand my headspace and reduce the feeling of external pressure.



I love working in teams, both as a leader and fellow. My biggest challenge is to recognize and honor the time and space of all team members.



If we all manage this challenge synergistically, we can play like an orchestra and create a beautiful melody together.



I ask questions to direct attention, to better understand the perception of others and to bring out new awareness and insights.



I carefully choose my words and the structure of sentences to minimize hidden layers so that my communication comes out clear, coherent and transparent and - ultimately - effective.



Taking the necessary time and space makes my answers effective and efficient. Unnecessary urgency triggered by unfounded fears and pressures would negatively impact the quality of my answers.



The role I play determines the level of detail I need: when assisting, I set out clearly with my client the expected time, timelines, desired outcomes and knowledge of what can realistically be accomplished.



When guiding, I only need a general picture and scope to act and co-create within.

