

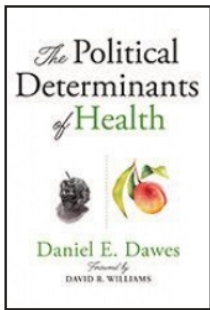
BOOKS

The Political Determinants of Health

by Daniel E. Dawes

Reviewed by Claire Hancock

A determinant of health is defined as the range of personal, social, economic, and environmental factors that affect a wide range of health risks



and outcomes. In his comprehensive discussion, *The Political Determinants of Health*, Daniel E. Dawes adds one more determinant of health — politics — which

in the era of COVID-19, presents a persuasive answer to the current health-care inequities in our society. Not only does Dawes articulate structural failings from a historical perspective, but he endorses a new model for sending out “clear ripples of hope” to create tools for lawmakers moving forward.

Dawes presents that political policy reflects the values of its time and that discrimination is institutionalized in the very fabric of our society. It is as far back as 1790, early in our nation’s history, that Benjamin Franklin urged the U.S. Congress to advance health equity for all, including enslaved individuals. This became a lost opportunity when politicians bowed to political forces from slavery proponents. Dawes continues to follow U.S. history through to the Affordable Care Act, including efforts to dismantle it by the current administration, illuminating a series of expansions and retractions of the equity of our health-care policies, pushed and pulled by political forces. It is with this comprehensive historical retrospective of “wins and losses” and how discrimination is so ingrained in our institutions today, that the author articulates his political determinants

of health model. Using successful lessons learned from our past, Dawes provides a roadmap for our current and future lawmakers, focusing on three major aspects of the political determinants: voting, government, and policy.

The discussion from behind the scenes, or “how the sausage gets made,” of the Affordable Care Act is of particular interest. Clearly illuminated is how influences from commerce, the military, the legislature, and the importance of the immense collective action by over 300 organizations, associations, and coalitions comprised of legal, social, and medical advocates — and even something as small as timing — came together, or were leveraged against each other, to enact the most comprehensive health equity-focused law in our nation’s history.

It is a startling statement that zip code, more than genetic code, predicts one’s health status and life expectancy in our country. This is a must-read for all those who advocate toward a “healthy, equitable, and inclusive society.”

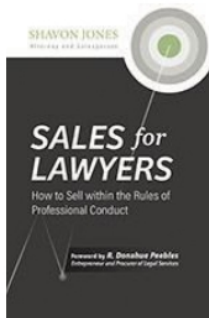
Claire Hancock is a partner with Hancock Injury Attorneys in Tampa.

Sales for Lawyers

by Shavon Jones

Reviewed by Nydia Menendez

A business development book specifically for lawyers, *Sales for Lawyers: How to Sell within the Rules of Professional Conduct*, is an eye-opening depiction of the practice of law. Attorney and salesperson Shavon Jones examines the issue that so many of us can’t see, or worse, ignore — the dichotomy between an attorney’s



ability to sell and his or her ability to excel as a practitioner — as if the two were incongruent and independent of each other.

Whether your goal is to be the worker-bee behind the scenes, or the star attorney (who is front and center at the firm or the specific issue(s) of the time), to be in control of your career, you need to understand the realities of practicing law. A critical reality is that the profession and practice of law is separate and independent from the business of law; and to fully thrive and command your role in the practice of law, you must first understand the business of law.

Jones demonstrates that “selling is power,” and she puts forth specific steps you can take to be empowered, answering an array of how-to questions, such as how to generate leads, how to qualify prospects, and how to convert prospects into clients. Jones’ presentation about the art of being an attorney salesperson is well researched, practical, and one of wide applicability — for solo practitioners, associates, partners, and even attorneys in the nonprofit sector; the ideas put forth are solid, yet flexible for application to specific practice areas.

Jones’ analysis regarding attorneys as sales people vis-à-vis the professional code of conduct for attorneys should make even the most conservative attorney (or perhaps most experienced in years, practicing at a time when any form of self-promotion and advertising by attorneys was negatively received by the state bars) understand and embrace that promotion of legal services is a good thing — for you and your community.

Sales for Lawyers is effective, relevant, and should be on the reading list of every law student and any attorney who aspires to succeed and have professional autonomy.

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