



January 2008 Client Development Tip of the Month

Break Unproductive Patterns

Things To Do

- List your current methods of conducting business development and delivering client service
 - Honestly assess which work for you and which don't (you may need feedback from others)
 - Repair or discontinue 1 - 2 unproductive patterns of behavior
 - Put more energy into your 1 - 2 best practices
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Previous 2007 Client Development Tips of the Month

January - [Receive Feedback From Last Year's Clients](#)

February - [Cross-Selling: Educate Complementary Practice Groups and Attorneys](#)

March - [Communicate To Your Contacts](#)

April - [Building Your Referral Network](#)

May - [Making Personal Accountability a Habit](#)

June - [Maximize Involvement in Groups](#)

July - [Use Your Downtime To Step Up](#)

September - [Fourth Quarter Push](#)

October - [Building Relationships Through Speaking](#)

November - [Enhancing Client Relationships](#)

December - [Visit Your Clients](#)