



## April 2008 Client Development Tip of the Month

# Teaming

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### Things To Do

- Identify a particularly challenging or slow moving initiative you'd like to complete.
  - Find people who would be equally interested in completing the initiative and discuss how you could help each other get it done.
  - Break the task into steps, with personal accountability and deadlines for completion.
  - Get help from the firm if needed – you are more likely to get support when more than one person demonstrates their commitment.
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### Previous 2008 Client Development Tips of the Month

**January** – [Break Unproductive Patterns](#)

**February** – [Death to the Elevator Speech](#)

**March** – [The Large Firm Syndrome](#)