



April 2008 Client Development Tip of the Month

Teaming

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](#)