



September 2008 Client Development Tip of the Month
Fourth Quarter Push

Things To Do

- Review your plan and see what needs to be completed
 - Pick one or two key initiatives
 - Break the initiatives down into actions steps with deadlines for each step
 - Have someone hold you accountable for each step
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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

April – Teaming

May – Business Development Measures

June – Provide Exceptional Internal Service