



## January 2008 Leadership Tip of the Month

# Tout the Successes of Your Group

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### Things To Do

- Collect successes from members of your group
  - Develop them into compelling stories
  - Tell these stories to the right internal and external audiences
  - Ask lawyers in complementary groups to tell your stories to their clients and get them to arrange meetings with your lawyers
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### Previous 2007 Leadership Tips of the Month

January - [Developing the 2007 Plan](#)

February - [Cross-Selling: Developing Opportunities For Your Group](#)

March - [Make Your Workplace A Great Place To Work](#)

April - [Remove Obstacles](#)

May - [Developing Accountability in Groups](#)

June - [Develop a Coaching Culture](#)

July - [Communicate Something Important](#)

September - [Raising and Focusing Group Energy](#)

October - [Reforming the Underperformer](#)

November - [Building Your Group's Alumni Network](#)

December - [Do Something New](#)