



October 2008 Leadership Tip of the Month  
**Focusing on Generating Revenue**

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**Things To Do**

- Revise group and individual plans in alignment with current market conditions
  - Find top cross-selling opportunities to give and receive
  - Ask current clients if they have additional work
  - Develop more and better referral sources
  - Establish short term measures of progress
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**Previous 2008 Leadership Tips of the Month**

**January** – Tout the successes of your group

**February** – Leaders as watchers

**March** – Shift from present to future

**April** – Coaching style of leadership

**May** – Running great meetings

**June** – Encourage "right" conversations

**September** – Raising and focusing group energy