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January 2009 Client Development Tip of the Month  
**Internal Partnering**

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**Things To Do**

- Identify a practice area that is complementary to yours
  - Identify at least one lawyer in that group who would be good to work with
  - Schedule time with that lawyer to discuss how you could work together for mutual benefit
  - Build very specific action plans
  - Agree to deadlines and schedule follow-up meetings to check on progress
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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

**September** – Fourth quarter push

**October** – Enhancing key relationships

**November** – Tactics for competing in turbulent times

**December** – Find the silver linings