



February 2009 Client Development Tip of the Month

Show the Love

Things To Do

- Identify your most important contacts, especially those who are in need during this slowdown
 - Consider ways you can help these people
 - Make contact, ask probing questions, learn their needs, and offer any possible assistance
 - Make sure to act on what you promise
 - Calendar a follow-up call to learn how your help played out
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