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**April 2009 Client Development Tip of the Month**  
**Invest in Relationships**

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**Things To Do**

- Sign up with a newsfeed service to get automatic notification of information on your top targets.
  - Offer to participate in any of their important planning meetings.
  - Meet more people in their workplace.
  - Introduce them to your contacts for their mutual benefit.
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**Previous 2009 Client Development Tips of the Month**

**January** – [Internal partnering](#)

**February** - [Show the love](#)

**March** - [Client Advocate](#)