



May 2009 Client Development Tip of the Month

Don't Fly Solo

Things To Do

- Identify an initiative you'd like to accomplish/finish
 - Find another person you would like to work with: a lawyer in your group or complementary group; your assistant; a marketing professional; referral source
 - Schedule one to two meetings to get from thought to plan
 - Schedule follow-up meetings to bring the idea to closure
-

Previous 2009 Client Development Tips of the Month

January – Internal partnering

February - Show the love

March - Client advocate

April - Invest in relationships