



October 2009 Client Development Tip of the Month

Refine Your Focus

Things To Do

- Take a comprehensive look at your contact list and prioritize your relationships
 - Develop a fresh context for reaching out to your “A” list
 - Learn what is important to them and find out how you can help
 - Schedule follow-up calls to stay top-of-mind and to continue to be of service
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Previous 2009 Client Development Tips of the Month

January – [Internal partnering](#)

February – [Show the love](#)

March – [Client advocate](#)

April – [Invest in relationships](#)

May – [Don't Fly Solo](#)

June – [Refresh and revitalize](#)