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**November 2009 Client Development Tip of the Month**  
**Build Your Personal 2010 Plan**

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**Things To Do**

- Identify personal goals
  - Develop the strategies needed to achieve those goals
  - Specifically identify your best client development opportunities
  - Drill down to definite actions and commit to a specific time
  - Develop a method for holding yourself accountable to your commitments
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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

**October** - Refine your focus