



January 2009 Leadership Tip of the Month

Economic Stimulus Tools

Things To Do

- Look at the following three major areas in the firm and determine which tools you should use to stimulate business development activity. Examples are included under each category.
 - Revenue-Focused Leadership Activities:
 - Business development planning retreats, cross-selling sessions, leadership training, client-service training
 - Turning Lawyers into Rainmakers:
 - Personal business development plans, client development training and/or coaching, personal cross-selling, accountability systems
 - Maximizing Laterals:
 - Develop personal integration plans, maximize cross-selling opportunities, build internal relationships with key complementary groups and individual lawyers
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Previous 2008 Leadership Tips of the Month

January – Tout the successes of your group

February – Leaders as watchers

March – Shift from present to future

April – Coaching style of leadership

May – Running great meetings

June – Encourage "right" conversations

September – Raising and focusing group energy

October - Focusing on generating revenue

November - Role Clarity

December - Utilize the visionary style