



February 2009 Leadership Tip of the Month

Prevention

Things To Do

- Convene a meeting of your group to brainstorm different ways to reduce clients' legal risks
 - Choose one or two approaches that would be applicable to a wide audience of targeted clients, prospective clients, and referral sources
 - Create a task force to build the protocols and presentation materials
 - Develop your target list of people to approach
 - Utilize as an opportunity to build new relationships as well as solidify existing ones (great way to get an internal contact to cross-sell you to someone else in their organization)
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Previous 2009 Leadership Tips of the Month

January – [Economic stimulus tools](#)