



October 2009 Leadership Tip of the Month

Refine Your Group's Focus

Things To Do

Focus your group on one or two key areas over the next several months, such as:

- Protect and grow your most important client relationships
 - Get greater visibility for a specific group or specialty practice
 - Introduce lawyers from other practice areas to your best clients
 - Enhance relationships with key referral sources
 - Improve teamwork, camaraderie, and communication between practice groups and offices
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Previous 2009 Leadership Tips of the Month

January – [Economic stimulus tools](#)

February – [Prevention](#)

March – [Cross-selling and compensation](#)

April – [Recharge the batteries](#)

May – [Three Forms of Leadership](#)

June – [Clarify and solidify your leadership](#)