



January 2010 Client Development Tip of the Month

Recover. Refocus. Reunite.

Things To Do

Recover

- Take a good, hard look at what didn't work for you last year, and resolve not to repeat the same activities that were unsuccessful

Refocus

- Develop one or two strategies for reengaging with people who can send work or refer work to you

Reunite

- Connect with as many clients, potential clients, referral sources and colleagues as you can handle
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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

November - Build your personal 2010 plan