



## January 2010 Leadership Tip of the Month

# Recover. Refocus. Reunite.

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### Things To Do

#### Recover

- Take a good, hard look at the activities that didn't work for your group last year, and resolve not to support those activities in the coming year

#### Refocus

- Engage your group and have them develop one or two strategies for staying top of mind with people who can send or refer work to the group

#### Reunite

- Significantly increase the number of live meetings your lawyers have with clients, potential clients, referral sources and other lawyers in the firm
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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](#)

October - [Refine your group's focus](#)

November - [Build a group plan now](#)