



September 2010 Leadership Tip of the Month  
**Managing Lawyers to Grow Their Networks**

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**Things To Do**

- Develop a master list of prospects and clients
  - Divide responsibility for approaching those contacts among the lawyers in your group
  - Have the group develop contexts for approaching those contacts (see suggestions in [client development tip](#))
  - For highest priority contacts, have the relationship lawyer commit to a plan to make contact six or more times over the next 12 months
  - Track activity and report on progress and successes
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**2010 Previous Tips**

**January** – Recover. Refocus. Reunite

**February** - Visibility for your group