



## March 2007 Client Development Tip & Measures of the Month

# Communicate to Your Contacts

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## Things To Do

- Update your personal contact list
- Create a communication and send it to your contacts
- Develop a reason for following up with selected contacts

## Measures

Place a check mark in the box when you accomplish the following:

Update my contacts	Send a communication	Selected follow-up
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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## Previous 2007 Client Development Tips of the Month

January - [Receive Feedback From Last Year's Clients](#)

February - [Cross-Selling: Educate Complementary Practice Groups and Attorneys](#)