



## May 2007 Client Development Tip of the Month

# Making Personal Accountability a Habit

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## Things To Do

- Hire yourself on a daily, weekly, or biweekly basis to engage in client development activities
  - Create an accountability buddy system (choose someone from your office, practice group, marketing department, friend, etc.)
  - Put client development activities on the same calendar used for substantive deadlines
  - Use your travel time for phone calls, thinking about strategies, etc.
  - Use your personal assistant to help you remember commitments and track progress
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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](#)

March - [Communicate To Your Contacts](#)

April - [Building Your Referral Network](#)