



June 2007 Client Development Tip of the Month

Maximize Involvement in Groups

Things To Do

- Become visible as a leader in groups you belong to - take existing leadership positions, create new leadership positions, write, speak
 - Deepen existing relationships with key group members
 - Arrange one-on-one meetings with new people in your groups
 - Find a new group to join that is not crawling with competitors
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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](#)

May - [Making Personal Accountability a Habit](#)