



## July 2007 Client Development Tip of the Month

# Use Your Downtime to Step Up

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## Things To Do

- Take some time while relaxing at the beach to think about what the next level of your practice could look like
  - Find someone to talk to who can help you think it through
  - Identify the first two to three action steps that could move it forward
  - Write them down, add timelines for completion, and be accountable to someone for doing it
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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](#)

June - [Maximize Involvement in Groups](#)