



September 2007 Client Development Tip of the Month

Fourth Quarter Push

Things To Do

- Review your plan and see what needs to be completed
 - Pick one or two key initiatives
 - Break the initiatives down into actions steps with deadlines for each step
 - Have someone hold you accountable for each step
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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](#)

July - [Use Your Downtime To Step Up](#)