



October 2007 Client Development Tip of the Month

Building Relationships Through Speaking

Things To Do

- Before: Call targeted prospects to get ideas, feedback, and/or invite to speak on a panel

 - During: Offer to provide additional information and collect contact information; stay around to answer questions; offer to follow-up to provide a more detailed response to their questions

 - After: Call targeted attendees to get feedback, offer in-house presentations, etc.
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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](#)

September - [Fourth Quarter Push](#)