



November 2007 Client Development Tip of the Month

Enhancing Client Relationships

Things To Do

- Identify your top 3-4 clients
 - Actively solicit feedback from them on your (team's) performance
 - Act on the feedback and find ways to provide additional value, above and beyond your "typical" services
 - Learn more about their personal and organizational needs
 - Learn their business
 - Increase your level of responsiveness
 - Find ways to be proactive
-

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](#)

October - [Building Relationships Through Speaking](#)