



December 2007 Client Development Tip of the Month

Visit Your Clients

Things To Do

- Identify your top clients
 - Conduct research to learn about needs, issues, and trends, and make sure to look for cross-selling opportunities
 - Identify new people in their organization you'd like to meet (for you and other practice groups)
 - Come up with a reason to offer to visit them on site (haven't been there for a while/ever; would like to meet to review last year's work and learn what you have planned for this year; offer an on-site presentation; tour the plant; etc.)
 - Set a date
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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](#)

October - [Building Relationships Through Speaking](#)

November - [Enhancing Client Relationships](#)