



November 2007 Leadership Tip of the Month

Building Your Group's Alumni Network

Things To Do

- Make a list of lawyers who have left the firm over the last 5 - 10 years
 - Develop ways to offer them value
 - Create a method for regularly reaching out to them
 - Assign an "alumni buddy" who is responsible for ongoing contact
 - Help lawyers who want to leave find new jobs that suit them
 - Conduct exit interviews with departing lawyers
 - Remember to treat your young associates well - they are potential alumni who someday may have the power to send work to, or steer work away from, the firm
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Previous 2007 Leadership Tips of the Month

January - [Developing the 2007 Plan](#)

February - [Cross-Selling: Developing Opportunities For Your Group](#)

March - [Make Your Workplace A Great Place To Work](#)

April - [Remove Obstacles](#)

May - [Developing Accountability in Groups](#)

June - [Develop a Coaching Culture](#)

July - [Communicate Something Important](#)

September - [Raising and Focusing Group Energy](#)

October - [Reforming the Underperformer](#)