

## Most Popular Posts from September 2010

Posted by [Martha Newman, J.D., PCC, TopLawyerCoach, LLC](#) • October 12, 2010 • [Printer-friendly](#)



### *Noteworthy Articles from Last Month*

Think cold calling is dead? No way!

Based on the responses in September 2010, lawyers are very interested in learning how to **make cold calls**, **build business**, and **cultivate better relationships with their clients**. They're also eager to find new ways work **SMARTER** and **EFFICIENTLY**.

Which one of these top ten posts from September was helpful to *you*?

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## 1. [4 Ways to Cold Call Effectively](#)

Silence your inner-wallflower and plunge right in! Managing cold calls doesn't have to be scary. It's all about ATTITUDE.

## 2. [Time Management: How to Beat Procrastination](#)

Smart lawyers implement time management programs so that they can be better at their jobs while also spending more time doing what they enjoy outside the office.

## 3. [Clients Ignore Those NAKED Thank You's](#)

Never let a thank you stand alone. Dress it up and make it count!

## 4. [Common Mistakes that Could Cost You a Client](#)

How can lawyers strike the right balance with their clients? Here are some common MISTAKES to AVOID in an effort to strengthen client connections.

## 5. [A Checklist to Help You Listen Like a Pro](#)

People want to feel appreciated. They want to feel that the person they're talking to is interested in what they have to say. And, guess what? As a listener YOU can show them!

## 6. [Client Complaints about YOU](#)

The relationship between a client and an attorney is a delicate one. An attorney must live up to certain responsibilities and courtesies - at all times! Drop the ball and the relationship could be ruined forever.

## 7. [Bounce Back from Stress!](#)

When things go wrong, don't fall to pieces. Learn how to roll with the punches by getting in touch with your inner-resiliency.

## 8. [Landing Referrals: No Time is Better Spent!](#)

The most likely sources of new business, other than existing clients, are referrals. Yet so many lawyers don't utilize their referral network as well as they should.

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## **9. 7 Ways to BOOST Marketing When Business is Slow**

Slow times call for serious measures. It's time to get marketing! SEIZE THE OPPORTUNITY to harvest new relationships, nurture old ones, and build business.

## **10. Develop a DYNAMITE Personal Branding Message**

Are you ready to create an identity for your successful legal career? Develop your own DISTINCT branding message! Here are some tips to help you get started.

Questions?

Email your comments to [\*\*Top Lawyer Coach!\*\*](mailto:toplawyercoach@toplawyercoach.com)

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