

Most Popular Posts from October 2010

Posted by [Martha Newman, J.D., PCC, TopLawyerCoach, LLC](#) • November 2, 2010 • [Printer-friendly](#)



Top 10 Noteworthy Articles from Last Month

There's no doubt about it. Lawyers are eager to learn more about **cultivating better relationships with their clients**.

Based on our readership last month, articles about what **clients like and dislike, networking, and marketing** all made the top 10 list in October.

Which one of these posts was *your* favorite?

1. Clients Ignore Those NAKED Thank You's

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

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2. 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.

3. A Surefire Way to Make New Connections LAST!

Don't let all that hard networking go to waste! Make sure that you follow up with new connections by creating a master plan.

4. Successful Women Rainmakers Excel in Communication

How do women lawyers become successful rainmakers? They use interpersonal marketing to develop strong client relationships and WIN CONFIDENCE.

5. Don't Let Business Fans on Facebook UN-FRIEND You

A recent study at the University of Colorado Business School reveals some of the TOP REASONS for Facebook unfriending.

6. 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.

7. 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.

8. Straight Talk about Billing

Setting value-based fees is a delicate process that requires some forethought. Here are some critical do's and don'ts to watch for.

9. Get in on New Facebook Groups!

Facebook has introduced a new group feature that will allow you to communicate with friends, business page fans, and clients all at once.

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10. 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.

Questions?

Email them to **[Top Lawyer Coach!](#)**

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