

Five Rainmaking Habits to Practice NOW

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

Get Control of Your Practice by Building Better Relationships



There's nothing worse than the sense of panic that sets in when business slows down.

We scurry to ramp up marketing efforts and drum up more business.

Sometimes our efforts are successful.

Sometimes not.

If this sounds familiar, attorneys Mark Powers and Shawn McNails have some sage advice: **Try harder to START BUILDING RELATIONSHIPS!**

At their firm, lawyers practice "[Five Rainmaking Habits](#)," which are centered around clients, referrals and overall relationship development

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com



Powers and McNails maintain that these habits have the power to significantly leverage any marketing campaign and could result in a steady stream of business.

While the ebb and flow of business is natural, you **DESERVE** a greater sense of control over your practice.

Start by going back to the basics and learning the habits, or skills, that will propel your career - and your relationships. **CHECK OUT [THIS EXCELLENT ARTICLE!](#)**

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com

