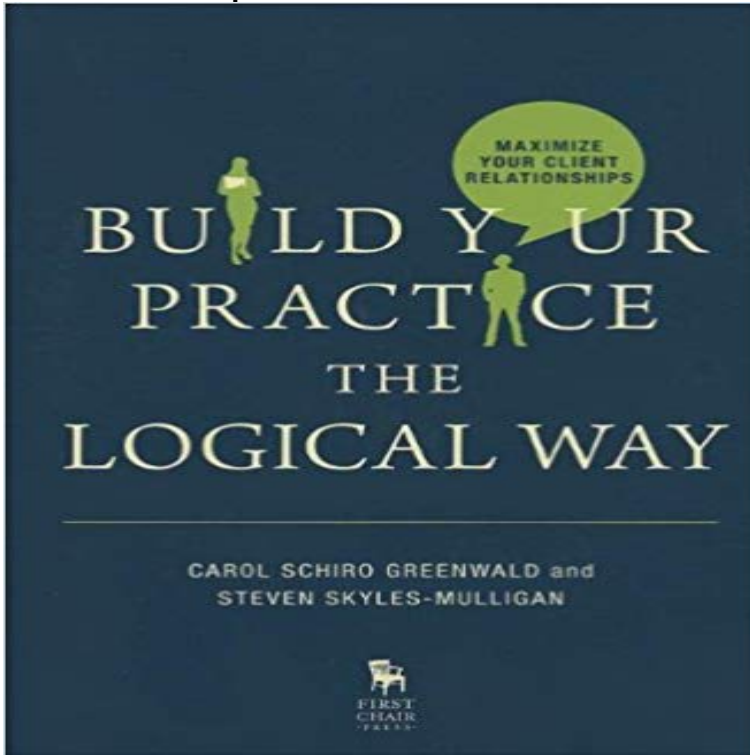


Build Your Practice the Logical Way: Maximize Your Client Relationships



Clients will fuel your firm's growth. Consistent, strategic, and sustainable firm growth depends on strong client relationships rooted in practices that are designed to meet not only clients' expressed needs but their expectations. This guide will help you tend what is already most rewarding in your practice: the clients who value you most and with whom you most value working. The steps outlined are straightforward, strategic, and significantly important for your practice's long-term health and viability. The authors identify strategies to keep your clients and help you grow your business, including: focus on your clients; use value to create a foundation of loyalty; master communication techniques to build a client-centric practice; research and understand your current practice

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grow your practice - New York State Bar Association Chad serves on ABA Law Practice Divisions Council and as Chair of the Divisions. Her approach is captured in her book, *Build Your Practice the Logical Way: Maximize Your Client Relationships* (First Chair Press, American Bar). **Build Your Practice the Logical Way: Maximize Your Client Relationships** Find great deals for *Build Your Practice the Logical Way: Maximize Your Client Relationships* by Carol Greenwald and Steven Skyles-Mulligan (2013, **READ THE NEW BOOK Build Your Practice the Logical Way**). The authors identify strategies designed to retain your clients and help you grow. *Build Your Practice the Logical Way: Maximize Your Client Relationships*. **starting your own practice in new york - New York State Bar** In my book [with Stephen Skyles-Mulligan] *Build Your Practice the Logical Way: Maximize Your Client Relationships* [ABA, First Chair Press, 2012] we explain **Big Deals Build Your Practice the Logical Way: Maximize Your**. My book, *Build Your Practice the Logical Way: Maximize Your Client Relationships*, provides an excellent 7-step process for creating client-focused service. **Build Your Practice The Logical Way Maximize Your Client** Jan 27, 2016 - 6 sec *Build Your Practice the Logical Way: Maximize Your Client Relationships* Free. **Haram CSG MarketingPartners - business development skills, grow my** Read *Build Your Practice the Logical Way: Maximize Your Client Relationships* Ebook Full. more. Publication date : 12/22/2016 Duration : 00:19 Category : Client Relationships: Research and Communication. Techniques. *Build Your Practice the Logical Way Maximize Your Client Relationships* (American **Build Your Practice The Logical Way Maximize Your Client** Nov 29, 2016 - 21 sec - Uploaded by Ogie berian download *Build Your Practice the Logical Way Maximize Your Client Relationships* pdf. Ogie **Online Carol, Ph.D Schiro Greenwald**

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