



For select clients who want to fine tune their marketing strategies or practice management skills on a quarterly individual basis, we offer “Quarter Club”. This is a way to stay in touch with you quarterly (by phone or face to face meeting) and assist you with marketing or practice management questions/ challenges, and help you stay accountable to your goals.

**Topics we’ll discuss in Quarter Club:**

Business Development:

- How you are developing new clients and referral sources;
- Effectiveness of existing referral sources;
- Tracking of new clients/referrals.

Marketing:

- Marketing/PR tips you can implement;
- Networking challenges;
- Follow-up processes/tracking results;
- Resources I can recommend for hire.

Operational issues:

- Cash flow/profitability;
- time management;
- client intake systems;
- follow-up systems;
- billing systems;
- IT/Technical support;
- staffing needs;
- Other questions/concerns you have around your practice

If you’d like more information about our quarter club phone call or meeting memberships, contact Lori Williams at 248-594-4470 or [lori@bestlegalresource.com](mailto:lori@bestlegalresource.com).