

[10 Days to Launch Your Client Development Efforts: Day 10](#)

By [Cordell Parvin](#) on July 19th, 2013



Today is the last day of our 10 Days to launch your client development efforts. I hope you have actually done something each of the 10 days based on what you have read.

Day 10 is really pretty simple, I want you to focus putting it all together.

1. What do you intend to do the next 6 months? 90 Days?
2. How will you hold yourself accountable to make sure you actually do what you say you want
3. How will you make time when you are busy?
4. How will you make sure you persist when you do not immediately see results?
5. Finally, what is the ONE Thing you can do next week such that by doing it everything else would be easier or unnecessary? (Taken from the book: [The ONE Thing: The Surprisingly Simple Truth Behind Extraordinary Results](#) by [Gary Keller](#).)

I will leave you with this [Napoleon Hill](#) quote:

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DEVELOPING THE NEXT GENERATION OF LAW FIRM RAINMAKERS

I know that I have the ability to achieve the object of my Definite Purpose in life, therefore, I demand of myself persistent, continuous action toward its attainment, and I here and now promise to render such action

Cordell M. Parvin built a national construction practice during his 35 years practicing law. At Jenkins & Gilchrist, Mr. Parvin was the Construction Law Practice Group Leader and was also responsible for the firm's attorney development practice. While there he taught client development and created a coaching program for junior partners. In 2005, Mr. Parvin left the firm and started Cordell Parvin LLC. He now works with lawyers and law firms on career development and planning and client development. He is the co-author of *Say Ciao to Chow Mein: Conquering Career Burnout* and other books for lawyers. To learn more visit his Web site, www.cordellparvin.com or contact him at cparvin@cordellparvin.com.