

[You Can't Find Time for Client Development?](#)

By [Cordell Parvin](#) on December 17th, 2012

I can't count how many times I have heard: "Cordell, I haven't been able to find time for client development. I am too busy with billable work."

Do you REALLY have no time for client development?

You will never "find" time for client development. You have to "make" or "carve out" time.

How do you best overcome this obstacle you are creating for yourself?

Write down:

1. What you are going to do.
2. How long it will take.
3. When you are going to do it.

Then put it on your calendar. Later when the day and time arises, do not let anything distract you. Think: "If it is 4:00 on Thursday, I will..."

