

The Referable Lawyer Mindset™



Name: STEVE

Date: TODAY

Strategy	Score (1 low-10 high)	Why	Next Action
Open to Learning	5	BEEN DOING REFERRAL MARKETING FOR 20 YEARS - HAVE NOT SEEN ANYTHING NEW	DEEPER DIVE ON "WHERE WE CAN MAKE IT EASIER"
Authentic and True to Self	8	AM WHAT I AM - LEAD WITH MY STRENGTHS	UPGRADE MY WARDROBE - IT COULD USE A REFRESH -
Time Invested	2	HAVE MY EYES + EARS TO THE GROUND - BUT....	PICK ONE NEW BOOK / VIDEO / PODCAST I CAN "FOLLOW" A FEW PROSPECTS + WHY DO THEY STOP?
Know Your Process	7	ALWAYS LOOKING TO IMPROVE	GET SOME FEEDBACK FROM MY TEAM
Know and Practice Your Ask	10	LOVE TO EXPERIMENT W/ ASKS / REQUEST	EXPAND OUR PROSPECTS WITH YOUNGER
Know Right Fit Client	8	UNDERSTAND + KNOW -	HOW CAN WE DO A BETTER JOB
Know Right Fit Referral Source	10	STRATEGIC ALLIANCES WORK WELL	WARDROBE - WORK W/ MY SPEECH IMPEDIMENT
Look and Act the Part	7	ALWAYS CAN IMPROVE	PERSONAL THANK YOU
Manners	8	GENERALLY GOOD - BUT COULD DO BETTER	PICK 3 + FOLLOW UP
Follow Up and Tracking	10	PRETTY TIGHT RIGHT NOW	
Top 3 Insights		<p>OLR DOES</p> <p>CAN ALWAYS LEARN</p> <p>DON'T GET SUCCESS CONFUSED AS A RESULT TO STOP LEARNING</p>	<p>TECHNOLOGY REDUCES FRICTION!</p> <p>KEEPS UP EDUCATION</p>