

The Referable Lawyer Mindset™



Name: _____ Date: _____

Strategy	Score (1 low-10 high)	Why	Next Action
Open to Learning			
Authentic and True to Self			
Time Invested			
Know Your Process			
Know and Practice Your Ask			
Know Right Fit Client			
Know Right Fit Referral Source			
Look and Act the Part			
Manners			
Follow Up and Tracking			
Top 3 Insights			