



the progressive business group

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Progressive  
Business  
group

## Measuring New Clients

### How many new clients did you attract last month?

Business development is now accepted as one of the most important ways to grow your business, but:

- Do you know how to do it?
- Do you know where to get it from?
- How much new business can you cope with?
- New business needs managing differently; do you know how to do it?

If the answers to these questions do not come readily to mind or you have to go and search for them, then we can help.

The consultants of the Professional Business Group specialise in advising professional firms, large and small, in an outsourcing capacity. Our experience and first hand knowledge of the legal sector, combined with our technical skills, ensure expediency and cost effectiveness.

If you are looking to develop your client care management within your business, you might find these factsheets useful.

Please feel free to download them and if you have further questions please contact us for a free discussion.

#### [DOWNLOAD HERE](#)

- Are you looking after your clients?
- How much do you really know about your clients?
- Increasing client loyalty
- What client surveys are and why professional firms should do them
- Reactivating dormant clients
- Maximising existing clients