

## **The proper care and feeding of clients**

What activities caused you to get your most recent client?

What things have you done to stay engaged with your clients that have worked well for you?

Please share how you won an additional project with a client?

How have you been able to leverage contacts at your clients other than your economic buyer?

At what point in your project do you ask “How are things going?”

When was the last time you fired a client? What conditions caused you to do so?  
Please share how you handled it.