

**Rainmaker Mastermind: Best Practices Survey – [Add Yours Here.](#)**

Question: Please list your best practices for getting lawyers to follow-through on their business development commitments:

9/15/2025 16:22:08	Send reminder, provide possible solutions and ways for them to implement ideas easily, talk 1 on 1
9/15/2025 16:26:39	Hold them accountable by checking in on their progress.
9/15/2025 17:39:00	I like keeping commitments "bite-sized" by breaking BD tasks into small, manageable actions and regular follow ups encourages attorneys to follow through.
9/16/2025 7:03:30	I have regular meeting with the lawyers I am coaching and at the end of each call set with them 3 achievable action items for them to take before our next meeting. Following the call, I send an email memorializing this and then reminders as we get closer to our next session. When they feel someone is watching and holding them accountable, they are more likely to do what they said they would do.
9/16/2025 12:48:38	Regular meetings and check-ins; calendaring items for both of marketing and attorneys; asking them to give updates at team meetings.
9/17/2025 7:49:00	Written follow-up after the call, more frequent touchpoints (to maintain momentum and "bite size" action items each week)
9/17/2025 10:39:04	Constant email reminders!
9/17/2025 12:20:35	Weekly check in meeting; tracking and documenting efforts; prospect and client litigation tracking; SWOT analysis; and yearly competitive intelligence
9/17/2025 13:08:12	We have a structured cohort program which helps; we use pipeline software to track followups and intros and our BD team has access to view (and nudge) accordingly;
9/17/2025 14:39:22	1) Identifying obstacles and removing them proactively whenever possible. 2) Using schedule meeting time to accomplish some of the commitments. (For example: have them make the call while you are with them.)
9/18/2025 13:50:06	We are going to have them use watchers from their practices areas to help them follow through
9/24/2025 14:02:50	Follow ups but it's not always that easy