

Insights: Publications

Keep Existing Clients Happy

New York Law Journal

January 28, 2008

Written by **Lisa Pearson**

As a new partner, one of the most important things you can do is to ensure that your existing clients are well served and happy. As you have no doubt learned by now, performing great work alone is just not enough. It is far easier to lose clients than to get new ones. Satisfied clients can be your staunchest advocates and your best source of new work and referrals.

Related People



Lisa Pearson

t 212.775.8725

lpearson@ktslaw.com