

# Business Development Bingo for Lawyers

You've got this! Enjoy this daily motivational bingo board with ideas from your friends at GrowthPlay. Go for a traditional "Bingo" or challenge yourself to a blackout day. Either way, use these reminders to stay present and take control by investing in your clients and in yourself. The single best gift you can offer clients is courage and confidence about the path forward.

Used an authentic "IN" to connect with someone <i>Invitation, Introduction, Insight</i>	Gave someone the benefit of the doubt	Checked in with a client using an other-centered mindset and asked helpful discovery questions	Checked in with a family member, co-worker, friend, or neighbor	Asked for feedback and acted on it
Set a DNS <i>Definitive Next Step</i>	Called someone on the phone instead of emailing/texting	Used a Headline Message in an everyday conversation <i>Quick Pitch, What's New?</i>	Sent a handwritten note	Took a new action on LinkedIn <i>Share, Comment, Connect, Like</i>
Completed at least one minute of deep breathing	Used the Platinum Rule <i>Do unto others as they would have done unto them</i>	Listened	Scheduled or participated in a Zoom/video conference with a client or colleague	Dressed for my day
Said something nice to myself	Laughed	Used the "Core 4 for Preparation" model for a future conversation	Reconnected with a dormant tie	Thanked my assistant/business development manager
Contacted someone on my A-B-C Top Contacts list	Used downtime for CLE, paperwork, bio refresh, business planning, thought leadership, or spring cleaning	Mentored someone	Completed 3 of the following activities: <i>Stretched, Flossed, Hydrated, Exercised, Meditated, Showered, Sang</i>	Deepened my knowledge in a client industry or niche practice area