**A New Take on Landing Collaborative Files – Check In Assessment Tool**

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| **ASSESSMENT AREAS** | **Strongly Agree** | **Agree** | **Neutral** | **Disagree** | **Strongly Disagree** |
| I feel I’m a good lawyer/financial professional/family professional |  |  |  |  |  |
| I have as many collaborative files as I would like |  |  |  |  |  |
| As a lawyer, I feel I’m skilled at settlement advocacy |  |  |  |  |  |
| I feel I’m a good team member |  |  |  |  |  |
| I invest in marketing and branding my business |  |  |  |  |   |
| I think about and prioritize client service  |  |  |  |  |   |
| I have a website and/or online presence  |  |  |  |  |   |
| I feel my online presence is representative of the services I provide and the professional I am  |  |  |  |  |   |
| I have updated my website in the last 5 years |  |  |  |  |   |
| I work hard to grow my referral sources and nurture my business relationships  |  |  |  |  |   |
| I am comfortable selling my services to clients and referral sources |  |  |  |  |   |
| I’m content with the kinds of files I am attracting and taking on  |  |  |  |  |   |
| I ask clients about my service at the end of the file  |  |  |  |  |   |