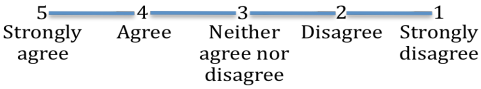


How Strong Are Your Client Advisor Attributes?

Client Advisor Attribute	Description	How Would You Assess This Client?
1. Empathy	I ask thoughtful questions and listen deeply in order to tune into others' most important issues and concerns.	
2. Selfless Independence	I demonstrate "Selfless Independence" with my clients, where I balance being dedicated to serving them with complete objectivity and the willingness to say "no" at important moments.	
3. Deep Generalist	I act as a deep generalist by developing knowledge breadth around my core specialty and having the capacity to engage in broad-based business conversations that range above and beyond the project at hand.	
4. Big Picture Thinking	I bring big-picture thinking to my relationships. I put my services in the client's overall business context, help frame and re-frame the essential issues, and regularly share new ideas, perspectives, and points of view.	
5. Trust	I regularly build deep professional and personal trust with my clients.	
6. Conviction	My conviction comes not just from facts and analysis but also from clearly articulated beliefs and values. My communications resonate with energy and belief.	

7. Agenda Setting	I act as an Agenda Setter with clients by providing thought leadership to help shape, influence, and set their strategic and operational agenda of key priorities and goals.	
8. Timeframe	I consistently focus on building long term relationships rather than simply winning and executing transactions	