

An Experts Guide to Working with Clients

Speaker: Mike Zarin

Agenda

- About Me
- Prospects and Clients
- Prospects
- Clients
- Q&A

About Me

- Independent FileMaker database consultant
- FileMaker 11/10/9/8 Certified
- FileMaker Business Alliance and Tech Net member
- Speaker at MIT, Harvard, and Boston-area FileMaker developer groups

Prospects and Clients

- Know your limitations
- Golden Rule
- Communication
- Proposals

Prospects

- Get to know them
- They get to know you

Clients

- Approach/attitude
- Goals
- Communication
- Documentation
- Security

Q&A

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