

VanFleteren Shares Advice on Building, Developing Strong Client Relationships

In the News

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Stinson LLP attorney [Luke VanFleteren](#) co-authored an article for the American Bar Association Young Lawyers Division's *After the Bar*, "Advice for New Attorneys on How to Build a Client Base and Develop Strong Client Relationships."

He provides insight on the value of low-stakes activities for fostering authentic client connections. Starting with effective communication and building trust with the firm's existing clients eventually leads to an opportunity to develop the attorney's own relationship with the client. VanFleteren notes that paying attention to detail, communicating early and delivering high-quality work are essential strategies for lasting client relationships.

VanFleteren also provides practical advice for early-career attorneys, urging them to consider exploring shared personal interests with clients to foster stronger connections.

"Consider hitting the golf course, sharing a good meal, or even involving the kids," he writes. "Any shared interest that comes up in small talk is a great opportunity to spend time with clients outside of work."

VanFleteren is a business litigation attorney focusing his practice on labor and employment law. He represents and counsels clients in state and federal courts before administrative agencies and advises employers on employment, labor, and wage and hour issues. He also handles arbitration matters related to employee restrictive covenants.

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