

Follow-up for Success

1. It's your responsibility to follow-up. Not your prospects.
What 3 to 5 follow-up methods will you implement into your business immediately?

01. _____
02. _____
03. _____
04. _____
05. _____

2. Have an automated system for staying in touch with people. If you're not already utilizing a CRM (Customer Relationship Management System), which one will you begin to use.

3. Address your reasons for not following up and work to eliminate them. That may include hiring a coach or seeking other professional help.
What is your number one reason for not following up?

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4. Write down who are the top five people/businesses you will follow up with until they become a client or tell you a hard no. Then engage!

01. _____

02. _____

03. _____

04. _____

05. _____

5. Remember, REJECTION WILL NOT KILL YOU!!!
It just moves you closer to your next yes!

Follow-up will not only guarantee
you more business.

Follow-up will help you to stand
out above the competition!