



*Follow Up
Checklist*

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7 SECRETS TO FOLLOWING UP WITH PROSPECTS

- Send a "Nice-to-Meet You/See You" note with a Business card.
- Comment and Follow them on Social Media
- Introduce them to a colleague of yours they might benefit from knowing.
- Send them a physical card with a gift in the mail to let them know you appreciate them.
- Ask for Referrals
- Follow Up Phone Calls
- Use a Follow Up Schedule