

Networking Follow-Up Guide

Adapted from "Get Clients Now!"™ by C.J. Hayden
Prepared by Idea-Sandbox.com

INSTRUCTIONS:

Take the business cards gathered and divide them into three piles A, B, and C.

Next, sort client pile into hot, warm, and cool leads. Follow-up now with hot and warm leads.

Now sort "useful networking contacts" into the two piles. Follow-up now with people who may have leads for me.

There are three piles left: cool leads, marketing opportunities and other. Follow NEXT STEPS listed for each.

