

Activity 40-A

Networking Contacts for Managed Lead Flow Cultivation

“Networking” your contacts for your selling success could be:

Contact	How Likely Are They to Advocate You to Others: Y/N
1. Oldest client: _____	_____
2. Newest client: _____	_____
3. Most \$ client: _____	_____
4. Every Client in Past 24-months: _____	_____
5. Everyone that Knows What I Do: _____	_____
6. Others: _____	_____
7. Others: _____	_____
8. Others: _____	_____
9. Others: _____	_____
10. Others: _____	_____

Now go back and check-off those above contacts that you know have in the past willing and enthusiastically sent to you individuals that matriculated into active clients. Thank them and continue working them and do these same with all others.

Leverage your personal brand and those people that you have established trusting relationships with for future selling success.