Networking Success Blueprint: 3 Step Follow-up

Within 24 hours

Within 48 hours

Step 1

Step 2

Step 3

Sort Cards by Hot Leads (F & J notations)

Did you ask to join your list?

No

Yes

Add to Facebook

Follow-up Hot Leads by Phone

Send Follow-up Email *not added to list*

Send Follow-up Email w/ reminder of being added to list

Add to LinkedIn

Repeat up to 2 more times

Include relevant freebie or promotion

Add to Contact Management Database

Add to Twitter

Other Forum?

Done by YOU!

Can be delegated