

- Daily Contacting Goal #: _____
- Social Media – Send Happy Birthday Messages
- Social Media – Personal Post

- Social Media “Value Added” Post
- Private Message Your Top Prospects
- Comment on their Posts

- Follow Up with Prospects
- Welcome Calls to New Team Members
- Launch New Team Members

Contacting & Prospecting

What is your Daily Contacting Goal? _____ It should be a minimum of 2, but can be much more: 5,10,15,20. Set a goal for yourself and stick to it!

You can contact by phone or social media. However, I recommend contacting the way that you normally communicate with that person.

The reason we are contacting is to share your info with the prospect. So go for a one-to-one, share your video, or invite them to an event (pick one thing to point them to).

Social Media Strategy

Birthday Messages – send a private message to all the people who have a birthday. (Don’t post on their wall – send a private message. This is much more personal and makes you stand out).

Connect with your “A Players” – people you would love to have in your business.

- Comment on some of their different posts
- Send them a Private Message to “Say Hey”

Post on your Wall-

- **1 Personal Post Every Day** – this will keep you in other peoples’ news feeds. Post things that people will likely comment on and like
- **1 “Value Added” post Every Day** – Think of something that will “add value” to your “Target Market” – the people that you want to attract. Tips for more Energy, Weight Loss, Looking Younger, etc.

For example: if you have a product that helps with energy, talk about Vitamin B12. Share all the benefits and mention you have something great you are taking for it. You may find people will private message you or ask you a question in the post. This is exactly what we want – them coming to you! Remember, do not share the name of the company/product up front or on your wall. If you do, they will not need to message – you want to communicate via private message.

Follow Up:

This is where you can “CASH IN” and earn your check! Make sure you have follow up times for all the people you meet with, or send your video, or place product with.

Get back in touch at the time you said you would.

Remember the average person needs 7 exposures for them to “Buy”. Just book a meeting from a meeting until they come on board!



Team Building:

Welcome calls to any new Team Members

Help launch any new recruits in your team

Stay connected with your entire organization via Facebook Chat Group, Facebook Group, or by text message.



I wish you the best of success! Happy Building!

Summer Jeronimo