



PROSPECT BOOMERANG

# FOLLOW UP SPRINT

There are 3 main objectives that you need to work on to get the most out of your Excite 2021 Event and to begin and looking forward to the upcoming challenge:

# 1

Take the next 7-10 days to reach out to everyone you connected with and use the script labeled "Follow Up Sprint #1". Remember this is not about recruiting its about creating a value based connection with them.

# 2

Update your Prospect Tracker Hot/Warm List. Take off agents that were not receptive or did not value the connection you made. This includes vendors that you connected with that may refer you agents that are a fit for your organization. Also this may be include possible M & A options.

# 3

Before you meet with any prospects be sure to review the results of the survey on your own as well as recapping the Event Video to ensure you have substantiative conversations with in your interactions.

**BE SURE TO CONNECT WITH THE PANELIST, AFTER ALL.....  
THEY'RE PART OF YOUR ECOSYSTEM!**

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