

# Follow-Up Procrastination Challenge

List the Top 5 People You Want to Follow-Up With...

<u>Their Name</u>	<u>Their Phone Number</u>
<b>1</b> _____	_____
<b>2</b> _____	_____
<b>3</b> _____	_____
<b>4</b> _____	_____
<b>5</b> _____	_____

Now, choose the top name from this list and call them within the next half hour...

**#1** \_\_\_\_\_

**Before you call...**

First, what is the outcome you would like to get from this call?

Think about and write down what you want to say to them.

Remember, do not try to sell anything on this call unless it feels right to do so.

If you want them to take some kind of action, what will you ask them to do?

Be sure to get their postal mailing address (if you don't already have it).

**After you call...**

Write them a thank you note. (Handwritten!)

Mail any information you promised (separate from thank you note).

What and when will be your next point of contact?

Email:  
marty@martymarsh.com

Web:  
www.MartyMarsh.com

Phone:  
760-835-3854



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