

Marketing Mastermind Course Session #3: Prospecting & Sales

What are you currently doing to get qualified prospects?

(Ex: Cold calling, networking, asking for referrals, etc.)

1.
2.
3.

What isn't working that you can eliminate from your schedule?

1.
2.
3.

Which of your current or past clients can you ask for referrals?

1.
2.
3.
4.
5.

Identify Your Strategic Alliances

<p><u>Complimentary Products or Services</u></p>	<p><u>Contact</u></p>
<p><u>Colleagues with Same Prospects</u></p>	<p><u>Contact</u></p>
<p><u>Great Connectors</u></p>	<p><u>Contact</u></p>

Your Top 10 Dream Client List

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

Activities

What specific actions are you going to commit to weekly in order to get in front of your dream clients?

(Ex: Connect with 5 new people per day on LinkedIn, Attend 2 networking events per week.)

1.
2.
3.