

Revii Campaign of 20 Tracking Sheet

-----	Name of person you are contacting	Today's Date	Phone, Text, FB Message, other	4 to 7 days later (date)	2 weeks later (date)	4 weeks later (date)
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-----	IMPORTANT NOTES:					
-----	Some people will NOT respond to your follow-ups and it's ok . We just continue to follow-up using the steps below.					
-----	It takes an average of 5 to 12 contacts with a person before they make a decision. Don't be attached to the outcome - we simply collect decisions!					
-----	FOLLOW UP EXAMPLES:					
-----	4 to 7 days later - "Hi (<i>Name</i>), sorry I've been so busy that I haven't had time to get back to you. How are you?" THAT'S IT - nothing extra and no selling or guilt.					
-----	2 weeks later - "Hi (<i>Name</i>) - sorry we haven't been able to connect. I wanted you to know that it's no problem if what I shared with you isn't a fit right now. Just curious who know that might want to (<i>insert a benefit they expressed interest in OR that you would like to suggest</i>)?"					
-----	4 weeks later - Update Deflection Example 1 - "Hey (<i>Name</i>), I just welcomed a new person into the team who is (<i>their occupation</i>). Just curious who you know that is (<i>occupation</i>) who might be open to (<i>insert a benefit they are interested in OR that you want to suggest</i>)?"					
-----	4 weeks later - Update Deflection Example 2 - "Hey, hope you're doing great. I just won (<i>insert what you won</i>) and was curious who you know that my be interested in (<i>insert what you won</i>)?"					
-----	4 weeks later - Update Deflection Example 3 - "Hey, hope you're doing great. I just wanted to share a story about (<i>insert first name of customer or teammate</i>) and they just (<i>insert benefit they experienced</i>). Just curious who you know that might also be open to (<i>insert benefit you mentioned</i>)?"					
-----	After 4 weeks - You can use any version of the "Update Deflections" listed above that you prefer when you follow up from this time going forward					