

## 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)
1						
2						
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-----	<b>IMPORTANT NOTES:</b>					
-----	Some people will NOT respond to your follow-ups and <b>it's ok</b> . 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!					
-----	<b>FOLLOW UP EXAMPLES:</b>					
-----	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?" <b>THAT'S IT - nothing extra and no selling or guilt.</b>					
-----	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 - <b>Update Deflection Example 1</b> - "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 - <b>Update Deflection Example 2</b> - "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 - <b>Update Deflection Example 3</b> - "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					