

Revii Campaign of 20 Tracking Sheet

----	Name of person you are contacting	Today's Date	Date & time of initial follow up	4 to 7 days later (date)	2 weeks later (date)	4 weeks later (date)
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2						
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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:**

----- Initial follow up question - "Hi (Name), did you review the site and what did you like best about what you experienced?"

----- 4 to 7 days later - "Hi (*Name*), 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 (*Name*) - 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 (*insert a benefit they expressed interest in OR that you would like to suggest*)?"

----- 4 weeks later - **Update Deflection Example 1** - "Hey (Name), I just welcomed a new person into the team who is (their occupation). Just curious who you know that is (*occupation*) who might be open to (*insert a benefit they are interested in OR that you want to suggest*)?"

----- 4 weeks later - **Update Deflection Example 2** - "Hey, hope you're doing great. I just won (*insert what you won*) and was curious who you know that my be interested in (*insert what you won*)?"

----- 4 weeks later - **Update Deflection Example 3** - "Hey, hope you're doing great. I just wanted to share a story about (*insert first name of customer or teammate*) and they just (*insert benefit they experienced*). Just curious who you know that might also be open to (*insert benefit you mentioned*)?"

----- 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