



## Money Making Activity Ideas

1) 10 Touches/day:

- 2 Team members (What are your goals this week and how can I help?)
- 2 Current members (Who else do you know who might need more connections?)
- 2 Past visitors (I just wanted to check to see if you'd like to join us at X event?)
- 4 New connections on LinkedIn or Facebook (I have a social media campaign that takes care of this one for me. If you don't, be intentional! Send them a "Thank you for the connection. Have a great week and consider me a resource." message after they've accepted. I send that message to all my new connections.)

2) Take your newsletters from "customer service" to an "MMA" by including an action step. "Click here to visit our website!" "Register for X event today!"

3) Email 3 of your collaboration partners asking for speaking opportunities. (You can also find groups on Meetup. Don't forget to thank them in advance for their consideration.)

4) Video a tip of the week. Add something people want to know about. Just remember to keep it simple!

5) Head out to a networking meeting in your community. Networking meetings are a great way to get people to know who you are and get acclimated to your brand. Try to invite one person to coffee or lunch for a 1:1 at each meeting you go to.



## **Easy Follow UP System**

2x2x2: Focus on the People

- 2 Current Clients (Check in and ask for referrals)
- 2 Potential Clients (Check in and answer questions)
- 2 Past Clients (Survey questions or new offering in your company that may interest them)

2x2x2: Focus on the Time

- 2 Days after the sale (How is it going? Any questions or issues?)
- 2 Weeks after the sale (Any other products or services you have questions about?)
- 2 Months after the sale (Upsell, replace items or services. Ask for referrals)