

Module 10: Follow-Up Systems - Action Worksheet

Name: __ *Date:* __

Part 1: Follow-Up Schedule

My follow-up cadence: - Day 1: ____ - Day 3: ____ - Day 7: ____ - Day 14: ____ - Day 30: ____

Part 2: Value-Add Follow-Ups

Value I provide in follow-ups: 1. ____ 2. ____ 3. ____ 4. ____ 5. ____

Part 3: Follow-Up Templates

Email template:

Call script:

Text message:

Part 4: Follow-Up Tracker

| Prospect | Last Contact | Next Action | Date |
|----------|--------------|-------------|-------|
| --- | ----- | ----- | ----- |
| --- | ----- | ----- | ----- |
| --- | ----- | ----- | ----- |

Commitment: I will follow up until they buy or die.

Signature: __ **Date:** __