



The Importance of **FOLLOW UP** – **Just Do It!**



01

**Do it immediately -
email/phone call**

06

**Connect with
them on LinkedIn**

02

**Evaluate your new
connection - are they a
close, medium, or wide
contact?**

07

**Ask how you can
help them**

03

**What value do
they bring to your
community?**

08

**Be purposeful
& personal**

04

**Tech Tool:
Use a CRM -
very helpful**

09

Be proactive

05

**Design a Drip
Email Campaign**



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