

RELATIONSHIP BUILDING

THE KEY TO SUCCESS



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When Does it Begin?

- _____
- _____

Your First Impression

Why It's Important?

Being Top of Mind

Valuable Interactions

Social Mdia

When Does it End?

Follow Up

- _____
- _____
- _____
- _____

Reinforce

- _____
- _____
- _____

Touchpoints

- _____
- _____
- _____

THE LEARNING CONTINUES....GET AN ACTION PLAN &
OTHER FREE RESOURCES WHEN YOU SUBSCRIBE www.tiny.cc/zandb

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	Prospect	Business Partner	Customer	Past Customer
Day 1-30				
Day 31-60				
Day 61-90				
Ongoing				

HOMEWORK....YAY!

	Prospect	Business Partner	Customer	Past Customer
Name				
How will you follow-up? <small>(ie. call, email, per mail)</small>				
How will you add value? <small>(WIFT)</small>				

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