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# Prospect *Checklist*

NAME .....

- HAVE AN INTERACTION ABOUT A PRODUCT .....
- SHARE MONTH'S NEWSLETTER .....
- ASK A QUESTION ABOUT THEIR NEEDS .....
- SEND A RESOURCE WITH SPECIFIC INFORMATION .....
- ASK FOR FEEDBACK .....
- INVITE TO A TEAM ZOOM .....
- FOLLOW UP AFTER TEAM ZOOM .....
- MAKE A LIST OF PROBLEMS/SOLUTIONS .....
- SEND A SAMPLE OF NEEDED ITEM .....
- GIVE A CALL TO ACTION .....
- INVITE TO A SMALL GATHERING .....
- FOLLOW UP AFTER EVENT .....
- ENROLL AS A CUSTOMER .....

NOTES .....

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