

Love Your Leads





• TRACK •

How are you staying connected?

How are you tracking interaction?

How are you tracking your **NURTURE** strategy?

• NURTURE •

PAST CLIENTS / ACTION:

REFERRALS / ACTION:

"NOs" / ACTION:

"NOT YETs" / ACTION:

\_\_\_\_\_ / ACTION:

2 SIMPLE STEPS  
to getting a  
HELL YES!

