

WHEN THEY DON'T RESPOND

Schedule of Contacts

WEEK 1

- ✓ Voice Mail #1
Practiced message that speaks to challenge/problem you can help with.
- ✓ Email #1
Supports voicemail.
- ✓ Reach out on LinkedIn for connection

WEEK 2

- ✓ Voicemail #2
Different message but still speaks to challenge you can help with
- ✓ Email #2
Mirrors voicemail and includes an image or video message.
- ✓ Consider sharing a relevant post social media post.

WEEK 3

- ✓ Voicemail #3
Another targeted message. Let them know you are going to send a calendar invite for a 7 minute call.
- ✓ Email #3
Supports voicemail and includes calendar invite. Be specific that you will call the client and call event if you do not get an acceptance
- ✓ Consider sharing an article or research that might interest the client.

WEEK 4

- ✓ Voicemail # 4
Move on message. *"I have been trying to reach you and understand that you are busy. I don't want to be a pest. If you have been meaning to get back to me and just have not had the chance, I would welcome the opportunity to discuss ... I will reach out to you in 3 months to see if your needs have changed"*
- ✓ Email #4
Similar message to voicemail.