

BENEFITING FROM THE MAGIC OF

A proven simple follow-up system that works every time you...

SIX

1

MEET SOMEONE FOR THE FIRST TIME

It's immediate and your first interaction

2

SEND A FOLLOW-UP EMAIL

Send an e-mail stating that you enjoyed the interaction and look forward to seeing them again in the future. This should be done within 24 hours or less - the faster the better.

3

SUGGEST A TIME TO GET TOGETHER

If you have something in common, and you think that a Project can be initiated or a Partnership can be put in place, suggest that you get together.

4

GET TOGETHER WITH THAT PERSON

Make the time spent with your new contact your top priority. Be on time and manage distractions by silencing and putting away your mobile devices.

5

DON'T FORGET TO SAY THANK YOU

After you've been together, thank them for taking the time to meet with you.

6

STAY IN TOUCH

Don't lose the great momentum you have by failing to keep in contact. One great way to accomplish this is by connecting on LinkedIn, Facebook, Twitter and any other social media platforms that you may utilize.

For all networkers that are seriously interested in pursuing a relationship with others, make the attempt to interact at least six times from the time you first meet someone.

Why go after only the sale, when you can go after the relationships?

KEY: It's been proven that if you can get up to six interactions with anyone, it's likely that you will have a good beginning for a relationship that will never end.

Increased interaction with people will always bring increased cooperation.

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