

# Daily Fight Plan

## 7:00-8:00am

- ONE** – Reconnect with ONE former Client – **20 points**
- TWO** – Contact TWO COI or Referral Partners – **20 points**
- THREE** – Follow up with THREE Prospects – **20 points**
- FOUR** – Follow Up with FOUR Former Clients – **20 points**
- FIVE** – Make FIVE outreaches to new Contacts on LinkedIn – **20 points**

## LINKEDIN

- Post a message with a focus on generating “Comments” – 2 days a week.
- Who’s Viewed My Profile – write TY notes and connect as appropriate.
- ADVANCED SEARCH – people and companies of interest.
- Make Comments in respond to posts by important people.

## **Advanced Search**

Save Search – Can save according to geography. LinkedIn will automatically notify you of those searches that fit parameters. You can follow someone else’s profile and do a Search on their Connections.

*Who are the best people to hire or refer you?  
Must be able to start a conversation with them.  
Must be able to deepen and nurture the relationship.*

## **Greeting**

Visiting your profile or being mentioned. Thank others for visiting your profile. Did anything stand out to you? Thank you for mentioning me in your post.

## **Feeding**

“Who do you want to meet?” Send messages to compliment. Write testimonials proactively.

## **Meeting**

“It would be great to meet and explore ways we might help one another.” Give specific options for dates/times to meet. Don’t have them fish.

***“Those things that are simple to do are also simple not to do.”***