

Track Your Progress

Step 1: Lead Management Activities 1-5

By day 10 of the 90 Day Sales Accelerator, Activity 1-5 should be complete.

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| --- | --- | --- |
|  |  | Dated Completed |
| Image result for Checkbox IconImage result for Checkbox IconImage result for Checkbox IconActivity 1: | Identify your ideal client profile. | Click here to enter a date. |
| Image result for Checkbox IconActivity 2: | How many leads do I need? | Click here to enter a date. |
| Image result for Checkbox IconActivity 3: | Buy use a CRM Software Package to record and manage your leads. | Click here to enter a date. |
| Activity 4: | Build a calling list. | Click here to enter a date. |
| Activity 5: | Block off one day per month to build your prospecting or call list. Put this date on your calendar. | Click here to enter a date. |

**Reflection Report: Activities 1-5** Date: Click here to enter a date.

Click here to enter text.