Prospecting Worksheet

Your goal here is to make a list of 30 prospects. Who is your prospect? When did you look them up on social media? When information did you find out about them? When did you initially make contact with them? Then when did you follow up with them?

Use the table below to keep track of all your prospects and conversations and contact dates.

	Prospect	When look up on social	What info did you find	When did you contact	When did you follow up
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