

Protemoi List

THE SNOWBALL SYSTEM



Make a list of the people who are the most important to your business development success this year. Determine the next right action to deepen your relationship with them.

Contact	Company	Relationship Stage						Next Step
		Target	Acquaintance	Curious Skeptic	New Client	Solid Working Relationship	Loyal Client	





		Relationship Stage							
Contact	Company	Target	Acquaintance	Curious Skeptic	New Client	Solid Working Relationship	Loyal Client	Raving Fan!	Next Step

