1st Action - When you first pull lead, send email and text to introduce yourself.

Schedule to call 30 minutes after sending email and text.

2nd Action - Call 1…if person doesn’t answer, hand up and call again “Double Dial”.

 Schedule next action 2 hours after leaving voicemail if person doesn’t answer.

3rd Action - Call 2…send text if person doesn’t answer.

 Schedule next action 2 hours after sending text. Do not leave voice mail.

4th Action - Call 3…leave voice mail and send email if person doesn’t answer.

 Schedule next action 3 hours after sending email.

5th Action - Call 4…leave voice mail only if person doesn’t answer.

 Schedule next action next morning after leaving voice mail.

6th Action - No call…send email and text only.

 Schedule next action 4 hours later after sending email and text.

7th Action - Call 5…leave no voice mail and send no text or email.

 Schedule next action for next day.

8th Action - Call 6…leave voice mail and sent email.

 Schedule next action 4 hours after leaving voice mail and sending email.

9th Action - Call 7… leave voice mail and sent text.

 Schedule next action 4 hours after leaving voice mail and sending text.

10th Action - No call…send email only

 Schedule next action for the next day after sending email.

11th Action - Call 8…leave voice mail and send text.

 Schedule next action for 2 days after leaving voice mail and sending text.

12th Action - Final Touch…leave voice mail and send email and text.

 Wish them well and walk away!