

## PIPELINE - 10 IN PLAY (Prospect Follow-Up Sheet)

Associate Name: \_\_\_\_\_ Pipeline Beginning Date: \_\_\_\_\_ Associates To Date: \_\_\_\_\_ Memberships To Date: \_\_\_\_\_ Revised 03.25.14

PROSPECTS State/Telephone #	1st Exposure	Follow Up Call	2nd Exposure	Follow Up Call	3rd Exposure	Follow Up Call	4th Exposure	Follow Up Call	5th Exposure	Follow Up Call	Associate or Mem.ber	Drip List
1) _____												
2) _____												
3) _____												
4) _____												
5) _____												
6) _____												
7) _____												
8) _____												
9) _____												
10) _____												

**Exposure Tools:** PBR/Private Business Reception, PCC/ Private Conference Call, CD, DVD, Flip Chart sit-down, Recruiting Conference Call, Business Briefing, Luncheon, LS websites, [GreatLegalBenefit.com](http://GreatLegalBenefit.com), [GreatWorkPlan.com](http://GreatWorkPlan.com)

Private Business Reception Date: \_\_\_\_\_

Private Conference Call Date & Number: \_\_\_\_\_

RECRUITING CALL NUMBERS: \_\_\_\_\_

MEMBERSHIP CALL NUMBERS: \_\_\_\_\_