MEMORY JOGGER

VERY IMPORTANT

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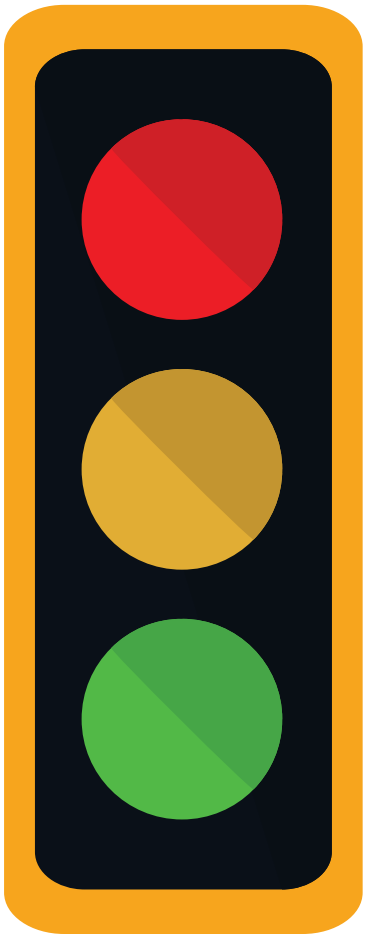
MAKING YOUR LIST



RED Distant friend or someone you recently met. Someone you admire but don't personally know.
Relationship Conversation Goals: Build the relationship to a Yellow. Ask questions and identify connections.
"How have you been? Let's find a time to catch up!"

YELLOW In your network of friends or colleagues. On a first name basis with a few connections.
Relationship Conversation Goals: Continue to build the relationship. Ask questions, identify connections, and invite to learn more on a call or at an event.
"I thought of you because... would you be open to?"

GREEN Close friends and family. People you can comfortably call or text.
Relationship Conversation Goals: Invite to your Launch Zoom, Invite to Events, Share Your Story. *"I respect your opinion as my friend....I think I might have something that can help you..."*

➡ASK QUESTIONS ➡IDENTIFY CONNECTIONS ➡INVITE TO LEARN

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