

5X CONNECTION

Your Guide to

Developing Meaningful Connections
in a time of crisis!



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Developing Meaningful Connections

What is 5X Connection?

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It's you connecting with 5 different people every single day.

This is about having a meaningful conversation with 5 different people, every day, without selling or asking them for an opportunity. Pick up the phone, and start dialing. No email, no text message – use your phone and have a conversation.

Make a List

First, make a list of people you want to check in on. Start with current clients, then former clients, then prospects you've been working with, then go through the contacts in you phone. Make a list. No doubt it will be long, but you have a place to start.

Start Connecting

Call 5 people each day. Yes, call them - no email, no text - use the old fashion way of communicating - the phone! It will not always be easy. But it will be a great experience for you and for your client!

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This is all about connecting with people in a meaningful way during a time of crisis!

Below is a list of questions that you can use to start the conversation. You don't need all of these, but they are great to use to get the conversation going - be sure the focus is on them, not you. Engage in the conversation - you'll be amazed at all the things you will learn and how this will help you when the crisis passes!

Goal: Connect with 5 people from your list everyday!

How: Call them - have a conversation! Don't sell! Connect!

Questions to ask:

- How are you?
- How is your family?
- What are you doing to stay healthy?
- What podcast are you listening to?
- What books are you reading?
- How's your business?
- How's your team or employees
- How are you spending all of the extra free time?
- Do you need anything?
- Is there anything I can do to help you?
- How can I support you?
- Would like to join me for a *Zoom Happy Hour*?

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List of the people I want to connect with this week!

Name

Phone Number

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Week of _____

My list of the people I connected with this week!

Monday

Tuesday

Wednesday

Thursday

Friday

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For more information about who we are and what we do, please contact us at:

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