



# The Ultimate Outbound Prospecting Workshop For Securing High-Value Leads and Joint Ventures

## DAY 3: CHECKLIST

- Rewatch Recording Of The Workshop**
- Write up your Dream 100 Strategic Plan**
  - Fill out your strategic plan. [See example](#) **(MAKE A COPY BEFORE EDITING)**
- Determine the profile of your Dream Clients**
  - Start by reviewing your current customer base and create a profile from the bigger clients that you currently have.
- Create your Dream 100 List.**
  - Fill in the Dream 100 List. [See example](#) **(MAKE A COPY BEFORE EDITING)**
- Design your collateral. [See examples here.](#)**
  - Your letters
  - Your emails
  - Your scripts
- Layout your Marketing Plan.**
  - Access Marketing Plan example [\(Includes both blank and filled out copies\)](#)
- BONUS:** Access John Ruhlin's ["Mistakes people when with gifting strategies"](#)