

## Drip Log

Name	Staple/Glue Business card to the corner
Phone Number	Email Address
Product Needs	Why do I want this person on my team?
Additional Information	How will this person benefit by joining my team?

## Follow-Up Steps

	Date	Activity	Next step
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			

80% of the people who join your business will do so somewhere between the 5th and 12th time you have spoken with them. If you haven't spoken to someone 12, then you aren't 'finished'.