

The Follow-Up Fortune Finder Checklist

Discover where your fortune is hiding! 💜

This simple, 5-step self-assessment will help you uncover where your fortune is hiding in your existing contacts. It reveals the gaps in your follow-up system and shows you how to build authentic, consistent connections that convert.

Take a few minutes to reflect on your current process. Your results will show you where to focus next to create more meaningful relationships and business growth.

✅ The 5 Key Questions

1. Do I have a consistent system in place for tracking my follow-up?
2. Do I connect with prospects and clients regularly (not just when I need a sale)?
3. Do I follow the 80/20 rule—building relationships 80% of the time and promoting only 20%?
4. Do I use creative, personal touches (cards, calls, or celebrations) that make me memorable?
5. Do I make at least five meaningful connections before I give up?

📊 Scoring Guide

- ✅ 4–5 Yeses: You're a Follow-Up Fortune Finder! Keep your system consistent and automated.
- 💡 2–3 Yeses: You're on your way - Polish your process to make fortune follow your flow.
- 🚀 0–1 Yeses: Time for a reset! Don't worry - Your fortune is still waiting to be found.

💭 Reflection & Notes

Jot down your thoughts, insights, or next steps based on your results:

- Where are you strongest in your follow-up right now?
- What one area could you improve immediately?
- Who are three people you can reconnect with this week?

Next Steps → Turn Insights into Action

- 🎯 Ready to create a follow-up system that works for you?

Join the Follow-Up to Fortune Challenge and learn how to turn your contacts into conversations that convert! 🙌 Visit: <https://colleen.followup.coach/challenge>

Bonus: Schedule a call to chat about your results and receive extra customized tips for you.

- 🙌 Visit: <https://colleen.followup.coach/call>

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