



Social Selling Daily Routine

- ___ 1. Review who looked at your profile
- ___ 2. Message hot prospects who looked at your profile
- ___ 3. Check your content engagement (likes, shares, comments)
- ___ 4. Connect with 2nd Degree + buyers who engaged with your content
- ___ 5. Find relevant content to share
- ___ 6. Share content on social networks
- ___ 7. Thank anyone who connected yesterday
- ___ 8. Send personalized birthday wishes
- ___ 9. Review job change alerts and 'like' where appropriate
- ___ 10. Connect with people you met yesterday (networking, etc.)
- ___ 11. Add potential buyers as Contacts and tag them
- ___ 12. Share weekly content with hot buyers
- ___ 13. Follow up on outstanding messages
- ___ 14. Initiate 5 new conversations