

12-Touch Tracking Sheet

Professional Booking

please note which Conversation Card script you used: n-1, n-2, n-3, etc

NAME	First 3 touches in a week			Second 3 touches in week (2 months later)			Third 3 touches in week (2 months later)			Fourth 3 touches in week (2 months later)		
	1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th	11th	12th
	Touch a prospective client/team member 3 times in one week. Then if no response, shift 2 months later											
Sample: Joan Smith	January			March			May					
	n-1 Jan 1	n-2 Jan 4	n-3 Jan 7	n-4 Mar 1	n-5 Mar 3	n-6 Mar 7	n-7 May 10	Booked May 18, 3pm, facial				

