



# Ten Touches Tracker



Use this tracker to turn your cold market into your warm market! With this method, it takes 10 "touches" with someone new before you can approach them about your products/opportunity. Keep track of the interactions you have with your new connection by filling in the bubble with the date. Include their name, the platform you used, the dates of your interactions, and the final result. If your products/opportunity have not naturally come up in conversation by the 10th "touch", it's time for you to make the approach! Keep detailed notes about the outcome. Schedule a reminder to follow up!

## Tracker Example:

Karen Smith	FB	6/1	6/2	6/3	6/4	6/5	6/7	6/9	6/10	6/11	6/12	Made approach. Sent video. Follow up on 6/13. Level of interest: 8
@BarbieJones	IG	6/1	6/2	6/3	6/4	6/5	6/7	6/9	6/10	6/11	6/12	Made approach. Sent video. Follow up on 6/13. Level of interest: 5 Sent samples.

## Approach Example:

(Don't use this word for word; make it your own!)

"Karen, I have really enjoyed getting to know you over the past couple of weeks. I don't know if this could be for you or not, but I have a unique opportunity to make extra income. Would you be open to checking it out? If not, I completely understand. No pressure! I just thought I'd share it with my new friend."

