

7 Top Tips for Your Power Hour

1 Always work from left to right

(Contacts, then Past Clients, then Professionals, then Follow Ups). Even if you have 25 really hot follow ups, do the other lists first. Otherwise, you'll end up just doing follow ups and your pipeline will soon be empty.

2 Don't answer any incoming messages

until you've finished all your outgoing power hour connects.

3 Accept that 50% won't respond,

but you probably still made their day.

4 Of the 50% that respond, only 30% of those will turn into Real Talks.

Which means 7 out of 10 conversations did not lead to a Real Talk. But because you invested in that relationship, you planted seeds and spread fertilizer for next time.

5 Having 30 follow ups due today is a good thing!

Remember, this is still just 30 minutes of work. Your goal is to have at least 30 minutes of follow ups daily. That's a really healthy pipeline. It will take a few weeks to get there and as long as you keep connecting, that list should stay pretty full.

6 It helps to schedule a couple of additional hours in your day

where you will respond to messages and have conversations.

7 If you fall behind, don't panic.

Just do your power hour today and start chipping away at the follow ups that are due.

Finally, a reminder: Connecting with people is a skill you learn, not an innate ability. It doesn't matter if you are an "introvert". This is the perfect system for an introvert because you are safely at home sending a FB message. 🙄 Stop feeding yourself the lie that you're not good at this. Just keep working on improving.