





























The Bloodhound Prospecting Strategy for Recovery

As we move into recovery, yes, you do want to prospect! People may be harder to reach, and some contacts have left their positions. Be aware, but don't let that hold you back. Use empathy and all the prospecting tools available to you. Follow this strategy and you will connect with prospects and uncover new opportunities.

WEEK	DAY 1		DAY 4							
1										
2										
3 & 4										
5 & 6										
	DAY 13: 15 min meeting	DAY 14	DAY 16	DAY 19	DAY 22	DAY 25: 15 min meeting	DAY 28: 15 min meeting	DAY 29	DAY 30	DAY 60

We're Here to Guide You

If you or your team would like sales coaching or training to guide you through recovery and find new customers ready to buy now, contact us at **+1-303-741-6636** or **info@klagroup.com** and let's talk.



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