



# PipeLine of Success

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1. What you need to **clean up, lose or let go of;**

- Old prospects
- Bad clients
- Staff
- Clients to exit

2. **Plant seeds** with future prospects; People I know in business, outside your circle of influence.

3. **Bold Calls;**

- Business, distribution, clients and peer groups.

4. **Resurrect** with old clients, networks and distribution

5. **Slingshot;**

- New ideas, podcasts, meetings, presentations, LinkedIn

