Logo

Description automatically generated**Scripts for Guest Follow-up**

***Why?*** Timely follow-up dramatically increases your chance of success in getting a new referral partner!

Last updated: 10.10.2022

|  |  |
| --- | --- |
| Step #1 | SAME DAY: Thank you call + email |

## Subject: Thank you for visiting our G7 chapter!

Hello **[ Name of Guest ]**,

**[ Intro statement, e.g. Per my voicemail… ]**. Thank you for being a guest of **[ Chapter Name, e.g. G7 Minneapolis ]** today. Say, while it’s fresh in your mind, could we schedule a 15-min phone/Zoom discussion within the next day or two please?

My purpose:

1. Thank you
2. Seek to understand your guest experience & any advice you have for us please?
3. Answer any questions you may have about G7 Networking with Purpose.

Would you be able to take my call within one of my current available openings please?

**[ List your available dates/times. ]**

Other?

Here is a link to our chapter website:

**[ Add the chapter’s website link here. ]**

Thanks for your kindness and direction.

Be encouraged,

**[ Your Signature ]**

|  |  |
| --- | --- |
| **Step #2** | **Within 1-2 Days: Follow-up Zoom / Phone Call** |

**Meeting Outline (15 min):**

* 1. ***Thanks*** for attending!
  2. Any guest experience ***comments/advice*** for us?
  3. I’m here to ***answer any questions*** you may have.
  4. On ***a scale of 1-10*** (with 10 = high), do you think this would be a vehicle to help you grow your business?
  5. If 8–10, ***invite into G7 courtesy membership + next G7 Event***. Help them do it **NOW**, either w/ your chapter website or [g7networking.com](https://www.g7networking.com/) > “Try before You Buy”.

(If they decline, ask to schedule time to do this within next couple days.)