

# 3-STEP GUIDE TO CONVERTING MORE CONTACTS TO CLIENTS

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The following morning, find the contact on Facebook, Instagram or Twitter (or all 3) and “friend/follow” them.

Waiting until the next morning is perfect timing because you don't look too eager, but you also don't allow so much time that they forget you.

## Engage

“Like” and comment on 2 recent posts with an appropriate remark.

Avoid engaging on posts older than 1 week; it makes you look creepy going back very far into someone's post history.



Continue your schedule of daily posts. You'll begin to notice that these people start engaging your posts.

Now these contacts who may have been forgotten in the past are being dripped on a daily basis.