

Your success in this game will be determined by your follow up.

Follow these handy tips & templates when following up:

Follow up immediately with your potential lead. (Use **Template #1** below for reference)

Wait 5 or 6 days and then follow up with another email or phone call if you have not heard from the person who has sent you a business card. (Use **Template #2** below for reference)

Follow up one last time with a phone call. This should be done 10-12 days after receiving the initial business card from the person.

When you do receive a lead, follow up on that lead immediately. This is your opportunity to introduce yourself and find out what the other person does. Ask questions. Perhaps they are looking for a lead for something also. **People only do business with individuals that they know, like and trust.** Why not try to help them out too? This could be the beginning of a new relationship. Don't just simply expect to receive...continue to give of yourself.

If someone follows up with you and you already know them and have heard about their business and do not wish to take the situation farther...simply tell them so. (**See template #3.**) The most important thing to remember is to bring every transaction to a complete close. Be polite

If you need help with your Follow Up please [Contact the Webmaster](#)

Template #1

Hello **person's first name**,

Thank you so much for sending me your business card in the **(Game name) Online Networking Game**. My question was:

Rewrite your question here! (or copy it off of the Business Card that they have sent to you)

At your earliest convenience, please reply to this email with the name(s) of the person(s) you were thinking of for this lead. I am looking forward to discovering more about your company as well.

Your signature block

Template #2

Hello **person's first name**,

I emailed you on **(state the date)** and asked you for the lead you felt you had for me through the **(Game name) Online Networking Game**. I am sure that you are very busy and it is simply an oversight that I have not heard from you.

Let me refresh your memory. My question was:

Rewrite your question here!

I truly hope to hear from you soon.

Your signature block

Template #3

Hello **person's first name**,

As you know, we don't have the option of knowing who has posed each question in the Online Networking Game. We have discussed each others services in the past and I don't feel that I have any qualified referrals for you at this time. I do know about your services and I will be happy to pass along your information to any new people that I come in contact with. I wish you the best of luck with your follow up!

Your signature block