

The Low Hanging Fruit List

Take some time to go through your mental Rolodex to see who in your network has expressed interest in working with you over the last 6 months to a year. This could have been either in passing (*“Oh, I should work with you one day”* to *“I want to work with you, but I’m not quite ready yet”* or more intently, *“Let’s set up a time to talk about working together”*) via email, verbally or third-party referral. This can also include those you met with but who never signed up, for whatever reason.

Make a list below of people who have expressed interest in working with you but who aren’t paying clients yet:

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)
- 11)
- 12)
- 13)
- 14)
- 15)