

Friendship Building Skills Action Steps

	Skill/Tip	I have tried this Y/N	1st Results	Adjustments	2nd Results	Adjustments	3rd Results	Adjustments
1.	Pre-party introductory calls							
2.	Individual consulting at party							
3.	Thank you calls after party							
4.	Monthly e-newsletter							
5.	Customer care calls							
6.	Mailings/updates of recent catalog							
7.	Birthday cards							
8.	Other							