**Action Item 066: Prospecting in 2030**

For the strategies in the table below, list your action items in one or two sentences in the “What I will do …” column, and commit to a date to start. To receive points, complete this assignment for at least two Strategies and click the Complete button.

|  |  |  |
| --- | --- | --- |
| **Strategy** | **What I will do…** | **Start Date** |
| Define your complex / complex scenarios.  |  |  |
| Identify what overwhelms your prospects. |  |  |
| Formal partnership w/ integrators / manufacturers. |  |  |
| Remote, very brief, indirect ways to “meet” with you. |  |  |
| Become a strategic and consistent networker. |  |  |
| Start using video now. |  |  |