Team-Building Layering Chart

Use the chart below to track the different ways you layer your customers with team-building information.
Remember, not all customers respond to the same approach & sometimes it takes "planting seeds" over a period of time.

	Name	Uses the product	Hosted party	Given Team building packet	Listened to Marketing Hotline	Visited MK Opp tab on Unit Website	3-way Conf Call w/Director	Career Chat over coffee	Yes No Later Signed
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