**Making it Happen – What’s Next?**

Think about the **FIT Process for Strategic Partners** and the various aspects involved. Make a list of Action Items that allows you to implement this next week if you must. It might include some of the following:

**Create a List of Potential Strategic Partners**

* + - Start **asking my best clients** who they use and how happy they are with their services to identify potential Strategic Partners
		- Carefully review **my current list of COIs** for potential Strategic Partners
		- Thoughtfully **join professional associations** to gain access potential Strategic Partners
		- Think about your **personal network** for potential Strategic Partners

**Initiate the FIT Process**

* + - Get comfortable with the scripting for **reaching out to potential** Strategic Partners
		- Update our **Introduction Package**
		- Prepare the **Cover Letter** for the Strategic Partners
		- **Confirmation Process** ready to go
		- **Agenda** formatted and ready to use
		- Practice & rehearse the **flow** of the Agenda
		- **Welcome Card & Gift** ready to go!
		- **Other (specific)** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_