



Recruitment Tip

HOW TO FOLLOW-UP RECRUITS AFTER THE BOP



SEND A SIMPLE THANK YOU NOTE

One solution to thank you notes is send a postcard designed and set-up ahead of time so you don't forget it.



SEND VALUE-ADDED INFORMATION

Communication materials about AIA Philippines' business opportunity, advertorials about successful Insurance Entrepreneurs could all fit the bill for this offering.



EMAIL TO ENCOURAGE AN APPOINTMENT

Connect with them immediately after the BOP and discuss the next steps (i.e. sign-up for trainings, licensing requirement). Remember to use the Post BOP Conversation template in your discussion

Source: <https://eplinc.com/5-best-practices-to-follow-up-after-a-client-education-seminar>



HEALTHIER, LONGER,
BETTER LIVES