

Worksheet

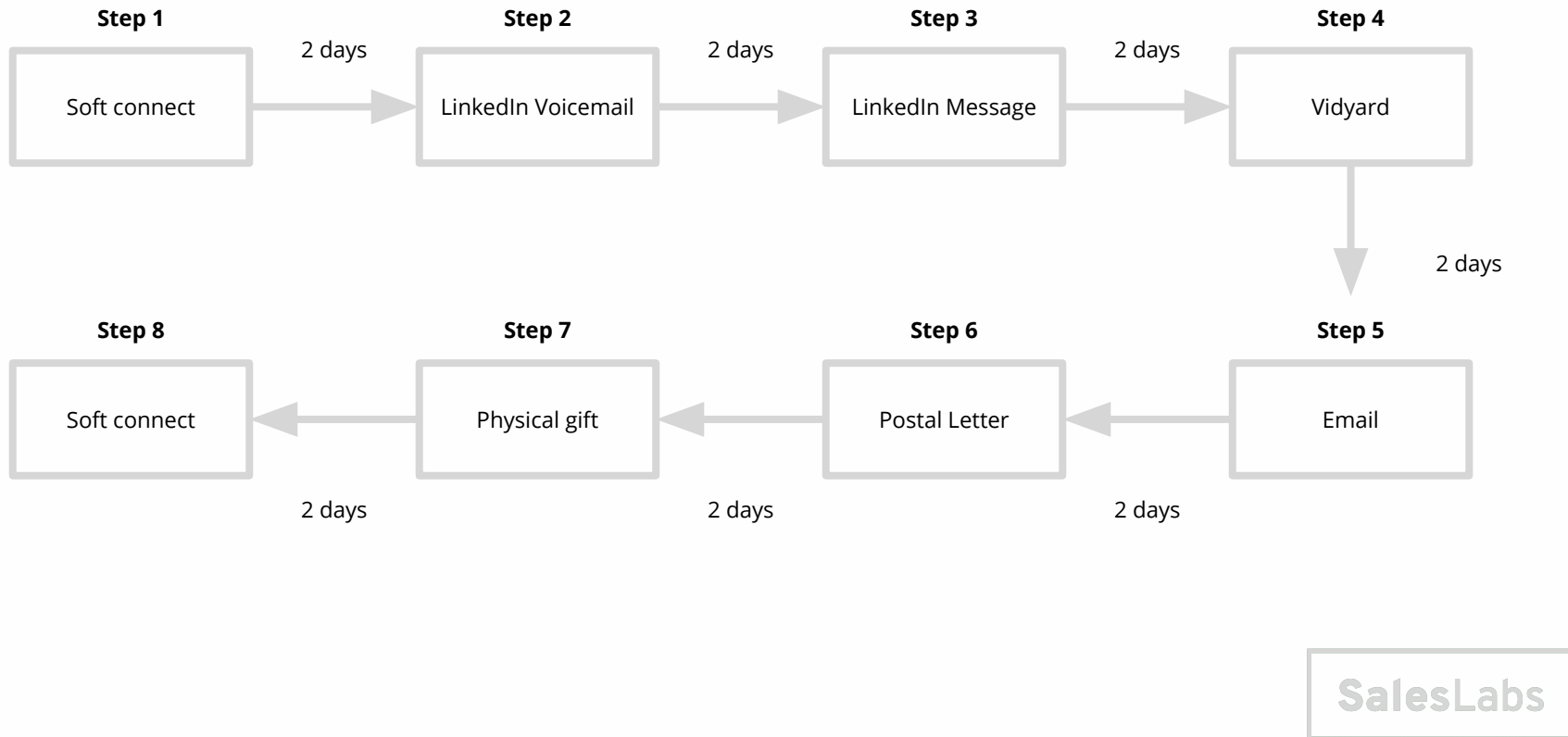
Séquence de prospection LinkedIn

SalesLabs

Touchpoint cheat sheet

Text based	Audio & Video	Physical
<ul style="list-style-type: none">• Connection request• LinkedIn message• Email• Whatsapp/Telegram/SMS	<ul style="list-style-type: none">• LinkedIn voicemail• Vidyard/Loom/Soapbox/Videoask• Calling• Native LinkedIn Videos	<ul style="list-style-type: none">• Postal letters• Gifts
<p>Useful tools:</p> <ul style="list-style-type: none">• Vidyard• Loom• Soapbox• Videoask• Postal.io• Sendoso• Reachdesk• Noms Bake Shop		

Sequence & Cadence Canva



Sequence & Cadence Exercise

