



Digital Sales Checklist

Lead Generation & Prospecting

Task	Completed (✓)
Define target audience and personas.	☐
Research and gather potential leads.	☐
Segment leads by key factors (industry, size, etc.).	☐
Create a personalized outreach strategy.	☐
Initiate contact via email, social media, or phone.	☐

Engagement & Nurturing

Task	Completed (✓)
Follow up with leads and schedule communications.	☐
Share relevant content to engage leads.	☐
Keep lead data updated in CRM.	☐
Schedule demos or consultations.	☐
Personalize communication based on lead needs.	☐

Get More Sales The Checklist

Michael Hoelscher



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