



Pre-Challenge Sales Target List

1. Current client upsell and cross-sell opportunities.
2. Past satisfied clients to re-engage with.
3. Referral opportunities.
4. Networking events or opportunities.
5. Potential partner opportunities.
6. People who have shown an interest in the past.
7. People on your email list to call.
8. Social media/LinkedIn connections worth making direct contact with.
9. Telesales/telemarketing opportunities.
10. Other opportunities to initiate conversations.