**Warm Calling Meeting**



This meeting aims to follow up on the content and assignments from the Warm Calling course. It also prepares for a successful Warm Calling blitz.

Preparation

Complete the chapters and assignments in the Warm Calling course up to chapter 6. Bring your notes and material from the assignments.
*Make sure that you as host do the preparations yourself – this will help you lead the meeting productively.*

Agenda

1. Welcome! We are here to follow up the Warm Calling course’s chapters and assignments [as preparation for the Warm Calling blitz next week].
2. Everyone speaks in turn, **1-2 minutes** each around the table, answering one question at a time. Different people start every new round of questions.
3. **Chapter 3: Strategic leads + assignment**.

Which tools were most interesting and which ones did you use?

What are your conclusions – what could you do differently in the future?

1. **Complete Chapter 4: Validation + assignment**. Person 2 please start.

Which tools did you use? Any surprising results?

What are your conclusions – what could you do differently in the future?

1. **Complete Chapter 6: Keeping it up + assignment**.Person 3 please start.

Did you find any old leads that should get another chance?

What are your conclusions – what could you do differently in the future?

1. **Comments/questions**
2. **Summary**
3. **End meeting**