

# Protips

w/ Mitch Stein of Pond!

You'll always be someone else's "extra curricular" - here's how to not take it personally and build momentum with your supporters:

**01** Approach every conversation with the goal TO LEARN (not to sell).

---

**02** Have a long list of ways for someone to engage -- meet people where they are.

---

**03** There are many fish in the sea -- try not to focus on the ones who won't swim in your pond.

---

**04** Have systems - tools help take the "emotional" out of decision making. And you'll always have a next step!!

---

**05** Figure out low energy ways to follow-up with people -- people forget! Check-in -- kindly and often.