

# 30-Day Post-Conference Relationship Builder

*Panelist Playbook Worksheet*

**Panelist Name:**

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**Type of Relationships You Prioritize:**

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## **DAYS 0–2: Immediate Follow-Up**

What is your FIRST action after leaving a conference?

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What platform do you primarily use to follow up? (LinkedIn, Email, Text, Other)

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Write your go-to follow-up message (real example):

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What detail do you always include to make it personal?

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## **DAYS 3–7: Adding Value**

How do you typically provide value after the first touchpoint?

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Give a real example of value you've provided:

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How do you decide who to invest more time in?

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## **DAYS 8–14: Re-Engagement**

Do you follow up again if they don't respond? Why or why not?

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What does your second message usually sound like?

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How do you keep it natural instead of pushy?

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### **DAYS 15–21: Deepening the Connection**

When do you suggest a next step (coffee, call, meeting)?

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What's your exact wording when making that ask?

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What signals tell you someone is worth building a longer-term relationship with?

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### **DAYS 22–30: Staying Top of Mind**

How do you stay visible without being annoying?

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What is one small habit you use to maintain relationships long-term?

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Do you track or organize your relationships? If so, how?

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### **BONUS: Personal Philosophy**

What is your #1 rule for building meaningful professional relationships?

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What is one mistake people make after conferences?

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If someone only did ONE thing after an event, what should it be?

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