



# THE 20 Day Challenge

*“Educators take something simple and make it complicated. Communicators take something complicated and make it simple.” – John C. Maxwell*

## Week 4 Day 1

1. Attend a networking event this week
2. Update your list
3. Make 10 calls
4. Make 10 emails
5. Send 10 emails

## Week 4 Day 2

1. Make 10 calls
2. Make 10 private messages
3. Send 10 emails
4. Give a free gift to a prospect

## Week 4 Day 3

1. Post on social media
2. Send 10 private messages
3. Send 10 emails
4. Make 10 calls
5. Give a free gift to a prospect

## Week 4 Day 4

1. Make 10 calls
2. Send 10 private messages
3. Send 10 emails
4. Give a free gift to a prospect

## Week 4 Day 5

1. Make 11 calls
2. Send 11 emails
3. Make 11 calls
4. Send 6 private messages (Make sure to use different platforms, ie LinkedIn/Facebook/Twitter)