# CREATING YOUR DREAM TEAM



Person I would love to work with:	
City	State
How do you know them?	
Why do you think this would benefit them?	
What do you love, respect, or admire about them?	
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## **Prospect Tracking Chart**

1st Base					2nd Base 3rd Base			Home Plate				
	Prospect Who was exposed?			3 Way Call		Validation		New ITA Business Partner		Primary Focus		
	Name	Phone	Exposure Method / Date	Y/N	Presentation	Date	Validation Type	Y/N	Later (Date to follow up)	Business Builder	Travel	

Success by Design | Prospect Tracking Chart