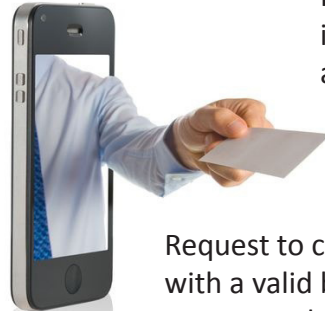


If connecting with the prospect goes quickly, and they seem open to meeting, ask. When the prospect is harder to connect with, and even harder to get a commitment for an appointment, don't give up. Enhance your approach using some of these 12 online activities.

### LinkedIn

Find the prospect on LinkedIn.



Request a LinkedIn introduction from a common connection.



Connect with other employees at the company.

Request to connect with a valid business reason to show your fit.



Find if the prospect is on Twitter. Follow them.



Share, like, or comment on posts the prospect makes online.



Identify if you have common connections.



Post content online relevant to the prospect.



Read the prospects public profile for clues to a likely connection.

Find an internal coach who can establish credibility for you.

Join groups where the prospect or influences on the prospect are members.



Favorite or retweet relevant content from the prospect on Twitter.

**Brand yourself to connect with prospects faster in this online course. [Learn More](#)**