

# NAF NW MLO COACHING

coaching with Dan Keller

DK's  
6 x 12 Program

## 2023 Database Mastery

**“Re-la-tion-ship”** (noun); the way in which two or more concepts, objects, or people are connected, or the state of being connected.

**Meet/Visit:** Coffee/HH (2x year)

**Call:** (6x/yr)

**Text:** (1x/month)

**Mail:** (4x/year) LOH, EOS, NL, Bday

**E-mail:** (12x/year)

**Events:** (2x year) Client party/Event

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## DK's 6 x 12 Program

**“Re-la-tion-ship”** (noun); the way in which two or more concepts, objects, or people are connected, or the state of being connected.

### **Meet/Visit:**

*Invite to Coffee/HH (2x year)*

### **Call:**

*Birthday, anniversary, news...(6x/yr)*

### **Text:**

*See All About You Form, news, value (1x/month)*

### **Mail:**

*Invite, Letter from the heart, bday card...(4x/year)*

### **E-mail:**

*Monthly video email - Market, Tip(12x/year)*

### **Events:**

*Wine & Wisdom, client party...(2x/year)*