

Millionaire **INSIDERS**

A stylized black silhouette of a city skyline with three buildings of varying heights, each with a grid of white squares representing windows.

Real Millionaires - Real Action

with Jaime Tardy, The Eventual Millionaire

Edith Yeung is a VP of international business development at Dolphin Browser, a mobile browser with over 80 million installs on Android/iOS. She is a founding partner at RightVentures and focuses on mobile and consumer internet companies.

She has a heavy background in working with mobile technology and she also founded BizTechDay, a 3700+ entrepreneurs meetup in San Francisco. Her work has appeared on CBS, NPR, Wall Street Journal, Techcrunch, Mashable, and more.



☐ FOLLOW UP ON WITHIN 24 HOURS + GIVE VALUE

TAKE ACTION NOW:

When possible, follow up within a few hours of meeting someone or at the latest 24 hours.

Use their name in the subject line, mention how you met, and give something of value.

(ie. here's a link to that book I mentioned, this is the event you should go to).

□ QUESTIONS ARE POWERFUL - DON'T ASK
ANYTHING YOU COULD GOOGLE!

04

TAKE ACTION NOW:

Do your homework. Look through their social channels, blog posts, and profiles to see what they are interested in and find important enough to share with their networks. Focus on open ended questions like:

'I would really love to get your insight about this particular company that you've worked with before,' or 'I really want to learn about how you do business development.'

Action Item: Find one person you have connected with recently and do your research. Reach out and connect with an open ended question.

□ QUICKLY CONNECT OFFLINE

05

TAKE ACTION NOW:

Be conscious that email represents how professional you are.

If you want to meet with someone offline always **suggest a date and time in one quick email**. If it doesn't work this opens them up to provide an alternative.

FINAL THOUGHT

Prompt and value driven follow up is crucial to help you build rapport with the influential people you meet.

Remember to always come from a place that is giving something of value in your follow up, be professional, and succinct with communication. Ask well thought out questions that are open ended and memorable!

CONTINUE THE CONVERSATION...

What are some of your best questions to ask new connections? Post them in the exclusive **INSIDERS FACEBOOK GROUP** to connect with other Insiders!

CONNECT WITH EDITH ONLINE: Edith.co