

# Communication habits

List your last 10 clients in the boxes below



	Which partner did I communicate with? (if applicable)	Did I reach out by phone, in-person visit, email or direct mail?	Was my last communication a month ago, last quarter, or has it been a year?	What was my reason for reaching out? (relationship-building, Q&A, performance update, etc.)

You have a lot to do with only limited time. We get it. The answer isn't always doing more but striving for quality interactions over quantity. Read the second white paper in our Empowered installment, Perceptions vs. Reality, to see how, when, and why women said they prefer to touch base. Find it at [NorthAmericanCompany.com/women](http://NorthAmericanCompany.com/women).

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