

YOU MET THEM. NOW WHAT?

A HUMAN-IN-COMMAND FOLLOW-THROUGH PLAYBOOK

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A conference can put the right people in the room.
What happens next still needs a system.



1. PRIORITIZE

Start with 3–5 people, not everyone you met.

Ask:

- Why this person?
- What did we connect around?
- Is there a real reason to continue the conversation?
- What could the next move be?

Not every good conversation needs to become an opportunity.



2. CAPTURE THE CONTEXT

Before you forget, record:

Person — Who did I meet?

Context — What did we actually discuss?

Commitment — What did I say I would do?

Next Move — What should happen next?

Date — When will I follow through?

If the relationship depends on your memory, you do not have a system yet.



3. FOLLOW UP. FOLLOW THROUGH. FINISH.

Follow Up — Reconnect while the conversation is fresh.

Follow Through — Do what you said you would do.

Finish — Close the loop.

Follow-Up. Follow-Through. Finish. — Veterans Growing America



4. USE AI TO CREATE CAPACITY

AI can:

Draft • Organize • Summarize • Prepare • Remind

You still own:

Judgment • Trust • Decisions • Commitments • Relationships • Your Voice

Before sending an AI-supported message, ask:

- Does it reference our actual conversation?
- Does it sound like me?
- Is the next move clear?
- Could I change the name and send this exact message to 20 people?

If yes, rewrite it.

AI can draft the message. It cannot have the relationship for you.



5. BUILD RAPPORT. FIND YOUR PEOPLE.

Do not rush every connection toward a transaction.

The right relationships and the right community can lead to introductions, resources, collaboration, accountability, and opportunities you do not have to create alone.

Capacity is not only about technology. Sometimes capacity comes from having the right people around you.



48 / 30 / 90

48 HOURS — Reconnect

Send a personal message to your 3–5 priority connections.

30 DAYS — Continue

Move at least one connection into a real conversation with a clear next step.

90 DAYS — Build

Something exists because the relationship continued: a referral, introduction, resource, collaboration, event, proposal, project, or opportunity.



READY TO PUT IT INTO PRACTICE?

Scan the QR code to access the full *You Met Everyone... Now What?* Resource Hub.

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Stay Ready. Stay In Command.