A 30-day plan for 5,000 connections

A long list is hard to use because there is too much of it. Four weeks, a few people each, and a rule for when to stop.

My one goal for these thirty days

The rule

- [ ] I picked one goal for the thirty days.
- [ ] I aim for a few dozen conversations started, not thousands of messages.
- [ ] I stop when I have a full week of replies to answer.

The four weeks

1. **Week 1: sort**
   Download the file. Sort by the date you connected, or by company in a file made before 20 December 2026. Mark about a hundred people who fit your goal.
2. **Week 2: choose**
   Cut the hundred to forty. Add a reason to each in a few words.
3. **Week 3: write**
   Send eight to ten messages a day to the people you chose. Each has its own reason.
4. **Week 4: review**
   Answer replies, follow up once with silent ones and write down what worked.

Each working day

- [ ] About thirty minutes is enough.
- [ ] One reason per person, in my own words, not copied.
- [ ] I wrote down who I reached and what they said.

> **Quiet is not useless**
> Most of a long list will stay quiet. That is normal. Your job is to find the few who matter now, not to reach everyone.

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