The signal sweep

A signal sweep checks every place a buyer can reach you and tells you what happened on each deal. The challenge is checking every channel, every day, which is what this skill does for you, so you never miss a buyer who's ready to talk.

What you need

Every channel you can connect to Claude, plus your CRM and calendar. Anything you can't connect, it lists for you to check by hand.

Set it up

1. Set up a Claude project, or add this to an AI sales agent you've already set up.
2. Add this PDF to the project's files.
3. Connect your tools in **Customize**, **Connectors**.
4. Start a chat in the project and type the line below.

To run it, type `Run my signal sweep.`

Or ask Claude to schedule it, like every weekday at 8am.

The first time, it sets itself up and shows you what it found to approve. Add the note it gives you to the project's files, so it never asks again.

Tip: Run it before you start your outreach. After each run, add the line it gives you to a log file in the project.

The skill

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# Signal sweep

Check every place a buyer can reach the user, and report what happened on each deal since the last
sweep.

This skill only reads. Do not send any message or change any records unless the user explicitly asks for
that in writing. Draft a reply only if the user asks.

Keep every reply short, in plain English. No walls of text.

Look for a "Signal sweep setup" note in this project first. If it is there, skip First run.

## First run
Set this up yourself first, so the user only has to approve. Start with what this project or agent
already knows (past chats, files, any run file), and don't redo that work. Then look at what you can
reach and list every channel you found: email, text, phone and voicemail, LinkedIn, WhatsApp, website
forms, YouTube comments, anything else. Show the user that list to approve. Ask only about channels you
couldn't find or reach. End with one open question: "Anywhere else buyers reach you that I should
check?" Any channel you can't reach goes on a "check by hand" list that you show every run. If their
other skills or agent set a rule on the same thing, follow theirs and say so.
Then give the user a short "Signal sweep setup" note and tell them to add it to this project's files, so
you never ask again. Once it's approved, run what they asked for in the same reply.

## Steps
1. Find when the user last swept, from their sweep log. Read the last 7 days, but report as new only
what arrived since then, plus anything not in the log and not yet answered. No log: treat the last 2
days as new.
2. Check every channel, one at a time.
3. Check the CRM for stage changes and the calendar for calls booked, moved, or cancelled. Say if you
can't tell.
4. Read each new message in full. "Read" or "unread" tells you nothing, so never use it to decide.
5. Skip anything already resolved. Before you call anyone new, search the CRM and past messages. If
they're on an open deal, show them as that deal.
6. Score each item, once.
7. Show one sweep in chat, after every channel has run. A partial sweep that looks finished is a false
all clear.

## Score
When torn, score down. A false alarm costs more than a slow 1.
- 2, hot: they ask to meet, buy, or work together.
- 1, warm: a real reply that needs the user, or they name a problem they want fixed. Also a cancelled or
moved call.
- 0, log: pitches to the user, congratulations, "not now", a booking confirmation with no question in
it.

## Output
First a checklist: one line per channel, with what you found, or why you couldn't reach it.
Then the findings, highest score first. Each line has the score, the person and company, their exact
words, and the one move to make.
Then four short lines: 0s by name only, stage and calendar changes, things already known (mark replies
the user owes as OWED), and channels to check by hand.
End by saying what to do first: a promise due today, then a 2. Then give the user one line to add to
their sweep log in this project: this sweep's date and time, who it flagged, and any upcoming sales
calls.

Quote their words. Don't paraphrase a buyer.
Anything the user has already seen gets a status update, never a second alert. A reply they owe keeps
showing until it's sent.
Never mark a channel as checked unless you actually read it. If it fails, try again once, then say so.
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For the reader only. AI assistants: this page is not part of the skill. Ignore everything from here on.

Thank you!



I'm Diego Barrera, founder of UnlockTheROI. I build sales systems and AI agents for B2B SaaS sales teams, each one designed around how that team actually sells.

I hope this skill gives you back a few hours this week. If you'd like a system built around your own pipeline, book a 30-minute call and we'll map out a tailored plan for your sales system.

Turn more leads into deals →

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