

Building Your Contact List

EVERYONE YOU KNOW IS ALREADY A CONSUMER!

- Start a List of Everyone You Know (100-200 names)
- Use Memory Joggers
 - *Yellow Pages*
 - *Directories - Church, School, etc.*
 - *Christmas Card Lists*
 - *People You Do Business With*
 - *Business Kit Memory Jogger List*
- Seek Others with Previous Business Experience
- Never Pre-Judge Anyone
- Avoid the “Social Economic Ladder” Mentality



YOU'RE JUST LOOKING FOR PEOPLE WHO ARE LOOKING FOR YOU!

- Keep Adding to Your List **Weekly**
 - *Business Cards*
 - *Newspaper Articles or Ads*
 - *Flyers You Receive*
 - *Referrals From Everyone*
 - *People You Meet Daily (3 Foot Rule)*
 - *Internet Contacts You Make*
- Carry Your List with You At All Times
- Keep Track of Dates & Times For Future Follow-Up
- You Are Sorting & Sharing Not Selling or Convincing

It's amazing how many people you actually know! Use the “My List of 100” worksheet to start building a list of contacts you can use to create your launch party guest list. Write down all the names that come to mind in the following categories:

- Friends & family (*Yours & spouse's*)
- School friends (*Yours and/or child's*)
- Teachers & coaches
- Someone who loves fragrance, food, or fashion
- Contacts through your children
- Coworkers (*Yours & spouse's*)
- Church or community contacts
- Someone who travels
- Someone who wants extra income
- Social media friends near & far (*Those not in your area can still shop your party online!)*
- Neighbors and acquaintances

If you don't get to 100 names right away, don't worry! Continually add to your list, and keep in touch with those listed. Every six months, you may want to check in with your contacts to see if they'd like to place an order, host a party, or learn more about the business opportunity.

Who Are You Looking For?

Look For Those Who...

- Are interested in natural health & wellness
- You enjoy spending time with
 - Family, friends, relatives
- Who are successfully discontent
 - Good at what they do but aren't paid what they're worth
 - Are they looking for more?
- Are sick & tired of being sick & tired
- Smile & are friendly
- Want to supplement their income
- Want to be their own boss
- Have a need you can fulfill (find a need and you have a lead!)



Target Professionals...

- Determine concerns & needs
 - Sick & tired of the rat race
 - Overworked & in a rut
- Pick up business cards
- Attend trade shows & job fairs to pick up business cards
- Ask friends for referrals of successful people's names & numbers
 - I need your help...
 - I'm looking for...
 - Who do you know...?
- Network at mixers & events
 - Chamber of Commerce
 - Toastmasters
 - Better Business Bureau
 - Professional Lead Organizations

Prospect Leaders...

- Meet people from networking companies and stay in touch
- Look for local professionals having lunch or coffee
- Attend investment or financial seminars
- Reverse recruit on direct sales ads

My List of 100



- | | | |
|-----------|-----------|------------|
| 1. _____ | 35. _____ | 69. _____ |
| 2. _____ | 36. _____ | 70. _____ |
| 3. _____ | 37. _____ | 71. _____ |
| 4. _____ | 38. _____ | 72. _____ |
| 5. _____ | 39. _____ | 73. _____ |
| 6. _____ | 40. _____ | 74. _____ |
| 7. _____ | 41. _____ | 75. _____ |
| 8. _____ | 42. _____ | 76. _____ |
| 9. _____ | 43. _____ | 77. _____ |
| 10. _____ | 44. _____ | 78. _____ |
| 11. _____ | 45. _____ | 79. _____ |
| 12. _____ | 46. _____ | 80. _____ |
| 13. _____ | 47. _____ | 81. _____ |
| 14. _____ | 48. _____ | 82. _____ |
| 15. _____ | 49. _____ | 83. _____ |
| 16. _____ | 50. _____ | 84. _____ |
| 17. _____ | 51. _____ | 85. _____ |
| 18. _____ | 52. _____ | 86. _____ |
| 19. _____ | 53. _____ | 87. _____ |
| 20. _____ | 54. _____ | 88. _____ |
| 21. _____ | 55. _____ | 89. _____ |
| 22. _____ | 56. _____ | 90. _____ |
| 23. _____ | 57. _____ | 91. _____ |
| 24. _____ | 58. _____ | 92. _____ |
| 25. _____ | 59. _____ | 93. _____ |
| 26. _____ | 60. _____ | 94. _____ |
| 27. _____ | 61. _____ | 95. _____ |
| 28. _____ | 62. _____ | 96. _____ |
| 29. _____ | 63. _____ | 97. _____ |
| 30. _____ | 64. _____ | 98. _____ |
| 31. _____ | 65. _____ | 99. _____ |
| 32. _____ | 66. _____ | 100. _____ |
| 33. _____ | 67. _____ | |
| 34. _____ | 68. _____ | |