



JOIN THE
wellness
revolution

MEMORY JOGGER WORKSHEET

YOUR POTENTIAL BOARD OF DIRECTORS

- | | |
|----------|----------|
| 1. _____ | 4. _____ |
| 2. _____ | 5. _____ |
| 3. _____ | 6. _____ |

Ask yourself this question: Who do you know? Think about your family, your closest friends, people you work with, people you grew up with, and people who you've simply come in contact with. Identifying your contacts is one of the most effective exercises in building a successful business. Your list of contacts is who you will start with when sharing the Heart & Body Naturals products and opportunity. Make a list of as many people as possible and keep building your list as you make new contacts and remember old ones.

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| 1. Who is dissatisfied with their job? | 34. Who works on cars? | 68. Who did you meet on a plane? |
| 2. Who is unhappy with their income? | 35. Who likes political campaigns? | 69. Who does volunteer work? |
| 3. Who is concerned about the environment? | 36. Who are social networkers? | 70. Who has two jobs? |
| 4. Who is money motivated? | 37. Who is in the military? | 71. Who has been in network marketing? |
| 5. Who owns their own business? | 38. Who do your friends know? | 72. Who needs a new car? |
| 6. Who enjoys high energy people? | 39. Who is your dentist? | 73. Who wants to go on vacation? |
| 7. Who quit their job or is out of work? | 40. Who is your doctor? | 74. Who works too hard? |
| 8. Who needs extra money? | 41. Who will help you? | 75. Who was injured at work? |
| 9. Who are your friends? | 42. Who works for the government? | 76. Who lives in your neighborhood? |
| 10. Who are your brothers and sisters? | 43. Who is unemployed? | 77. Who is your boss? |
| 11. Who are your parents? | 44. Who attends self-improvement seminars? | 78. Who delivers your mail? |
| 12. Who are your cousins? | 45. Who reads self-help books? | 79. Who calls you at home? |
| 13. Who are your children? | 46. Who reads books on success? | 80. Who calls you at work? |
| 14. Who are your aunts and uncles? | 47. Who are your children's friends' parents? | 81. Who delivers your newspaper? |
| 15. Who are your spouse's relatives? | 48. Who was your boss? | 82. Who handles your gardening? |
| 16. Who did you go to school with? | 49. Who are your parent's friends? | 83. Who watches your children? |
| 17. Who works with you? | 50. Who did you meet while on vacation? | 84. Who attends your church? |
| 18. Who is retired? | 51. Who waits on you at restaurants? | 85. Who did you meet on the street? |
| 19. Who works part-time? | 52. Who cuts your hair? | 86. Who did you meet through friends? |
| 20. Who do you like most? | 53. Who does your nails? | 87. Who tailors your clothes? |
| 21. Who was laid off? | 54. Who does your taxes? | 88. Who sells cosmetics? |
| 22. Who purchased a new home? | 55. Who works at your bank? | 89. Who bags your groceries? |
| 23. Who answers classified ads? | 56. Who is on your holiday card list? | 90. Who wants a promotion? |
| 24. Who runs personal ads? | 57. Who is in retail sales? | 91. Who exercises? |
| 25. Who gave you a business card? | 58. Who sells real estate? | 92. Who is a vegetarian? |
| 26. Who works at night? | 59. Who is a teacher? | 93. Who plays sports? |
| 27. Who delivers your pizza? | 60. Who services your car? | 94. Who is wealthy? |
| 28. Who sells Avon or Mary Kay? | 61. Who repairs your house? | 95. Who enjoys traveling? |
| 29. Who sells Tupperware? | 62. Who manages your apartments? | 96. Who has lots of friends? |
| 30. Who wants freedom? | 63. Who has children in college? | 97. Who's in the Chamber of Commerce? |
| 31. Who likes team sports? | 64. Who likes to dance? | 98. Who likes to gamble? |
| 32. Who is a fund-raiser? | 65. Who sold you your car? | 99. Who loves to have fun? |
| 33. Who watches TV often? | 66. Who did you meet at a party? | 100. Who haven't you listed yet? |
| | 67. Who likes to buy things? | |



POTENTIAL CUSTOMER & PARTNER LIST

BOTH HUSBAND AND WIFE HAVE MOST OF THESE PROSPECTS:

	NAMES	PHONE
Mother, Father (4)		
Brothers, Sisters (4)		
Aunts, Uncles (4)		
Cousins (4)		
Neighbors (2)		
Coworkers (4)		
People at church (2)		

NAME	PHONE	EMAIL	DATE OF CONTACT	PROMO TOOLS VIEWED	COMMENTS