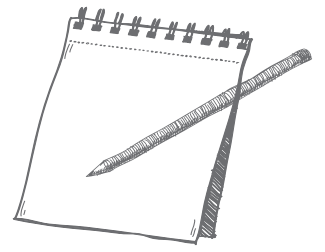


# CREATING YOUR NAMES LIST USING YOUR CIRCLE OF INFLUENCE



Your names list is one of the most important steps in getting started. Do not skip this step and do not do it halfway. Simply write down the names of everyone you know. Do not try to prejudge: “She won’t be interested because she’s healthy and has a good job,” “He doesn’t care about wellness,” “She’s not a sales type,” etc. Prejudging is a mistake that can cost you down the road. So just write down the names.

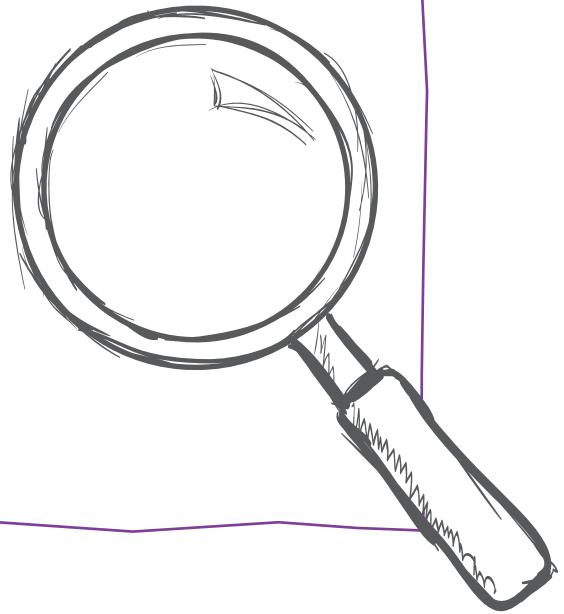
It’s easy to begin by following the tips below. Do not make the mistake of thinking of five or 10 people who you think will be interested and stopping there. Make sure you get at least 100 names on your list.

Make three lists of people you know: those who you will call, those you won’t call, and those you might call.

## TIPS



- ▶ Use the memory joggers (following pages)
- ▶ Use your cell phone contact list
- ▶ Use your holiday card list
- ▶ Use your email address book
- ▶ Share a copy of your list with your Sponsor
- ▶ Continue to add people to your lists on an ongoing basis



# NAME LIST MEMORY JOGGER



## WHO IS IN YOUR FAMILY ....

- ▶ Parents
- ▶ Grandparents
- ▶ Sisters
- ▶ Brothers
- ▶ Aunts
- ▶ Uncles
- ▶ Cousins
- ▶ Children

## WHO SOLD YOU YOUR ....

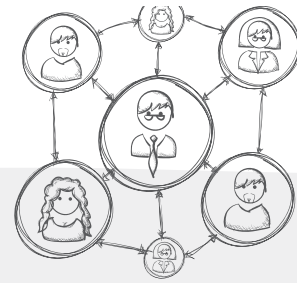
- ▶ House
- ▶ Car/tires
- ▶ Television
- ▶ Stereo
- ▶ Suit, tie, shoes
- ▶ Wedding rings
- ▶ Eyeglasses, contacts
- ▶ Boat/Camper
- ▶ Motorcycle
- ▶ Bicycle
- ▶ Furniture
- ▶ Air conditioner
- ▶ Kitchen appliances

## WHO IS YOUR ....

- ▶ Mail Carrier
- ▶ Newspaper Delivery person
- ▶ Dentist
- ▶ Physician
- ▶ Minister
- ▶ Florist
- ▶ Lawyer
- ▶ Insurance Agent
- ▶ Accountant
- ▶ Pharmacist



# NAME LIST MEMORY JOGGER



## WHO DO I KNOW WHO(M) ....

- ▶ Lives next door, across the street
- ▶ Is my spouse's hairdresser/barber
- ▶ Teaches our children at school
- ▶ Was best man/usher/maid of honor/bridesmaid
- ▶ Was the photographer at our wedding
- ▶ Is the finance director at school
- ▶ Goes hunting or fishing with me
- ▶ Was my military buddy
- ▶ Is the architect who drew up our house plans
- ▶ Goes bowling with me/us
- ▶ Is president of our school's parent-teacher group
- ▶ Was my spouse's college friend, fraternity brother/sister
- ▶ We met camping
- ▶ We knew at our old jobs
- ▶ Went with us to the races
- ▶ Is in my carpool
- ▶ Cuts the grass
- ▶ Painted the house
- ▶ Installed our appliances
- ▶ Is a community leader/president
- ▶ Plays cards with me/us
- ▶ Is in book club
- ▶ Manages an athletic club
- ▶ Does our income taxes
- ▶ Shows genuine concern for other people
- ▶ People always seem to like
- ▶ Does professional counseling
- ▶ Is in clubs, groups, misc. organizations
- ▶ Is active in civic & public affairs
- ▶ Is in a teaching position in school or business
- ▶ Is looking for more out of life
- ▶ Is ambitious, assertive & "on the go"
- ▶ Has children just starting junior high, high school or college
- ▶ Owns a business
- ▶ Wants to have control over their time
- ▶ Is considering a new profession
- ▶ Is changing jobs, has recently changed jobs, is unable to advance in their job
- ▶ Has talents but is held back
- ▶ Knows everyone in town
- ▶ Works with me now
- ▶ Is looking for an opportunity
- ▶ I know from the old neighborhood
- ▶ Appraised my home
- ▶ My accountant
- ▶ Does my hair
- ▶ Runs the spa
- ▶ Seems to change jobs often
- ▶ Is concerned about her skin & hair
- ▶ Is concerned about his weight
- ▶ Is into sports fitness
- ▶ Is going to college, business school, trade school, etc.
- ▶ Has just graduated from school
- ▶ Was recently married & is just "starting out"
- ▶ Teaches at our children's school
- ▶ Owns the place where we vacation

