

Who do you Know?

Most people don't even know that they are surrounded by their warm market and that their **FIRST** business leads are often one degree of separation away. (A degree of separation would be defined as someone who knows someone who knows you.) The person you know is actually a gateway to other people who you DO NOT personally know, but are still within reach. Talking to one friend who's not even interested themselves might open up an entire "vein" of people that will join your business!

You have access to thousands of people, and you've probably never really even thought about it. You just have to take the time to make your initial list and start making the contacts that will open those doors for you. Are you one of those people who claims to only have a warm market of 25 people? The most important thing you can do to ensure your success in B-Epic is to take the time RIGHT NOW to make your list. It should take you no more than 2 hours.

Think of it this way. If you have only 5 people on your warm market list and you call two and they say no, how will you feel? Probably pretty devastated, huh? Now how about if you have over 300 people on your list and the first two of them say no? A bit different huh? You bet! And the truth is, you have thousands at your fingertips.

We are going to give you a ton of ideas to help you expand your list of warm market prospects. The rule of thumb is... if you can think of a name and put a face to that name, they should be on your warm market list!! The reason for putting them there in the first place is that you can leverage them and have access to the hundreds of people they know to add to your list. It's called NETWORKING.

Once you take a look at the Memory Jogger on the next two pages, you'll see your own list of 200-300 people taking shape pretty fast.

Remember, there are three types of people:

1. Those who wonder WHAT happened?
2. Those who WATCH things happen.
3. Those who wonder WHAT happened?

“ **Success comes from PLANNING
and MAKING IT HAPPEN.**
GOOD LUCK!

Memory Jogger / Warm Market Prospector List

Focus on each category listed below. Take a moment to think of someone who comes to mind. Write his or her name down to contact ASAP. You basically have two choices. (1) wait for opportunities to just happen or (2) make them happen.

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| 1. Accountant | 32. Booster Club | 63. Copier Repair Person |
| 2. ACN | 33. Bowl With | 64. Copier Salesperson |
| 3. Aerobics With | 34. Bridesmaids | 65. Courier |
| 4. Air Force | 35. Brother | 66. Cousin |
| 5. Almost Lost Job | 36. Brother-in-law | 67. Credit Union |
| 6. Already has a great job | 37. Bus Driver | 68. Cyclist |
| 7. Animal Trainer | 38. C.P.A. | 69. Dance Instructor |
| 8. Appliance Person | 39. Cab Driver | 70. Deals with the public (such as police officers, firefighters, mail carriers, city officials) |
| 9. Appliance Repair | 40. Cable TV | 71. Delivers your mail |
| 10. Appraised your home | 41. Camp With | 72. Delivery Person |
| 11. Appraised your home | 42. Car Pool | 73. Dentist |
| 12. Architect | 43. Carpenter | 74. Department Store |
| 13. Army | 44. Carpet Cleaner | 75. Did your home repairs |
| 14. Aunt | 45. Carpet Layer | 76. Dissatisfied with Job |
| 15. Auto Body Repair | 46. Cashier | 77. Doctor |
| 16. Auto Mechanic | 47. Cat Lover | 78. Does personal counseling (such as church leaders, doctors, lawyers, etc.) |
| 17. Auto Salesperson | 48. Caterer | 79. Does your hair |
| 18. Auto Supply | 49. Chamber of Commerce | 80. Dog Lover |
| 19. Avon Representative | 50. Changes jobs often | 81. Door-to-door Sales |
| 20. Baby-sitter | 51. Chef / Cook | 82. Dry Cleaner |
| 21. Baker | 52. Chiropractor | 83. Educator |
| 22. Ballroom Dances | 53. Choir / Band Director | 84. Electrician |
| 23. Banker | 54. Church Deacon/Leader | 85. Engineer |
| 24. Barber | 55. Church Members | 86. Entertainer |
| 25. Baseball With | 56. Coach | 87. Entrepreneur |
| 26. Beautician | 57. Coffee Shop | 88. Ex-Boyfriend/Girlfriend |
| 27. Best Friend | 58. Computer Programmer | 89. Exudes credibility |
| 28. Best Man | 59. Computer Repair | 90. Eye Center |
| 29. Boater | 60. Computer Sales | |
| 30. Book Store | 61. Contractor | |
| 31. Bookkeeper | 62. Convenient Store | |

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| 91. Farmer | 127. Highway Department | 156. Is on your holiday card list |
| 92. Father | 128. Highway Patrol | 157. Is unable to advance in her job |
| 93. Father-in-law | 129. Hobby Shop | 158. Is your accountant |
| 94. Federal Express | 130. Holds a very responsible position that is causing stress and pressure | 159. ItWorks |
| 95. Fireperson | 131. Home / Garden Supply | 160. Janitor |
| 96. Fish With | 132. Home Builder | 161. Jeweler |
| 97. Flight Attendant | 133. Home Repair | 162. Knows everyone in town |
| 98. Former Associate | 134. Homemaker | 163. Kyani |
| 99. Former Coach | 135. Homeowners Assoc. | 164. Lamaze Class |
| 100. Former Neighbor | 136. Horse Lover | 165. Landlord |
| 101. Former Team Mate | 137. Hospital Worker | 166. Landscaper |
| 102. Fraternity Brother | 138. Hotel / Motel Operator | 167. Landscaper |
| 103. Friend's Parents | 139. Hotel Business | 168. Lawyer |
| 104. Funeral Director | 140. Human Resource Dir. | 169. Librarian |
| 105. Girl Scout Troop | 141. Hunt With | 170. Likes to Eat |
| 106. Golf With | 142. I Markets Live | 171. Likes to Sing |
| 107. Government Worker | 143. Instructor | 172. Likes to Talk |
| 108. Grade School Friend | 144. Insurance Salesperson | 173. Line Dances |
| 109. Grandfather | 145. Is active in their church | 174. Lions Club |
| 110. Grandmother | 146. Is ambitious, assertive, and "on the go" | 175. Locksmith |
| 111. Grocery Store | 147. Is concerned about their health or is into sports and fitness | 176. Maid of Honor |
| 112. Guidance Counselor | 148. Is considered a leader or attracts leaders | 177. Mail Room |
| 113. Hang Glider | 149. Is considering a new profession, changing jobs, or has recently changed jobs | 178. Mailperson |
| 114. Hardware Store | 150. Is going to college, business school, trade school, etc., or just graduated | 179. Marines |
| 115. Has a business partner | 151. Is in a management, supervisory, consultant, or trainer capacity | 180. Marketing Manager |
| 116. Has a great job | 152. Is in a teaching position in a school or business | 181. Mate's Best Friend |
| 117. Has children just starting junior high, high school, or college | 153. Is in clubs and various group | 182. Matron of Honor |
| 118. Has children with special talents that should be developed | 154. Is looking for a job | 183. Melaleuca |
| 119. Has failed in business but has big desires | 155. Is looking for more out of life | 184. Mentor |
| 120. Has international connection | | 185. Minister / Clergy |
| 121. Has strong work ethic | | 186. Missed Last Promotion |
| 122. Has talents but is held back | | 187. Mortgage Broker |
| 123. Health Food Shop | | 188. Most Likable |
| 124. Health Spa | | 189. Mother |
| 125. Held a candle party | | 190. Mother-in-law |
| 126. Held a kitchen party | | 191. Music Teacher |
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| 194. | Needs Part-time Job | 231. | Printer | 267. | Shows genuine concern for other people |
| 195. | Neighborhood Watch | 232. | Professor | 268. | Sister |
| 196. | Neighbors | 233. | PTA | 269. | Sister-in-law |
| 197. | Nephew | 234. | Public Official | 270. | Ski With |
| 198. | Nerium | 235. | Racquetball With | 271. | Soccer With |
| 199. | New Employee | 236. | Radio Shack | 272. | Social Worker |
| 200. | New to Neighborhood | 237. | Real Estate Agent | 273. | Softball With |
| 201. | Niece | 238. | Realtor | 274. | Soon to Graduate |
| 202. | Notary Public | 239. | Recently Divorced | 275. | Sorority Sister |
| 203. | Nurse | 240. | Receptionist | 276. | Sports Fan |
| 204. | Nutritionist | 241. | Recreation Director | 277. | Square Dances |
| 205. | Office In Home | 242. | Relies on ideas for his livelihood (authors, designers, promoters, advertisers) | 278. | Step-relatives |
| 206. | Office Supplies | 243. | Rental Supply | 279. | Stock Broker |
| 207. | Organizations or active in civic affairs | 244. | Repair Person | 280. | Store Owner |
| 208. | Orthodontist | 245. | Restaurant Owner | 281. | Sunday School |
| 209. | Owens a business | 246. | Retired | 282. | Supervisor |
| 210. | Painter | 247. | Rich Relative | 283. | Support Group |
| 211. | Parking Attendant | 248. | Rock/Mt. Climber | 284. | Surgeon |
| 212. | Payroll | 249. | Roofer | 285. | Surveyor |
| 213. | Pension Plan | 250. | Rotary | 286. | Swim With |
| 214. | People always seem to like | 251. | Runner / Jogger | 287. | Switching Careers |
| 215. | Personal Trainer | 252. | Runs the spa | 288. | Takes care of your car |
| 216. | Pest Control Person | 253. | Sales Manager | 289. | Talks about vacations |
| 217. | Pet Store | 254. | Salesperson | 290. | Tanning Salon |
| 218. | Pharmacist | 255. | Scout Master | 291. | Tax Preparer |
| 219. | Phone Installer | 256. | Seamstress | 292. | Teacher |
| 220. | Photographer | 257. | Searching For Career | 293. | Telemarketer |
| 221. | Piano Teacher | 258. | Secretary | 294. | Telephone Operator |
| 222. | Pilot | 259. | Security Guard | 295. | Teller |
| 223. | Pizza Delivery Person | 260. | Seems to change jobs often | 296. | Tennis With |
| 224. | Play Bingo | 261. | Self-motivated | 297. | Therapist |
| 225. | Play Bridge | 262. | Seminar Presenter | 298. | Tire Store |
| 226. | Play Ping-pong | 263. | Service Station | 299. | Travel Agent |
| 227. | Play Pool | 264. | Shoe Repair | 300. | Travels a lot |
| 228. | Plumber | 265. | Shop With | 301. | Trivial Pursuit |
| 229. | Police Officer | 266. | Shop Worker | 302. | Truck Driver |
| 230. | Principal | | | 303. | TV Repair |
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| 304. U.P.S. | 338. Who is a fund-raiser | 372. Who works at night |
| 305. Uncle | 339. Who is concerned about the environment | 373. Who works for the government |
| 306. Unemployed | 340. Who is dissatisfied with their job | 374. Who works on cars |
| 307. Union People | 341. Who is health conscious | 375. Who works part-time jobs |
| 308. Upholsterer | 342. Who is in network marketing | 376. Who works too hard |
| 309. UPS/Fedex truck driver | 343. Who is in the military | 377. Who works with you |
| 310. Ushers | 344. Who is money oriented or money | 378. Who you like the most |
| 311. Vacuum Cleaner | 345. Who is overweight | 379. Who you meet through your friends |
| 312. Veterinarian | 346. Who is retired | 380. Who you met on the street |
| 313. Video Rental | 347. Who is unemployed | 381. Who you went to school with |
| 314. Waitress / Waiter | 348. Who is unhappy with their income | 382. Who you've met on a plane |
| 315. Walker | 349. Who is your boss | 383. Who your friends know |
| 316. Walking Encyclopedia | 350. Who likes political campaigns | 384. Will Be Laid Off |
| 317. Wallpaper Person | 351. Who likes team sports | 385. Works with you now |
| 318. Wants more time with the family | 352. Who lives in your neighborhood | 386. Writer |
| 319. Wants to have freedom | 353. Who needs a new car | 387. You do civic work with |
| 320. Wants to set a good example for their children to follow | 354. Who needs extra money | 388. You know from the old neighborhood |
| 321. Was recently married and is "just starting out" | 355. Who owns their own business | 389. You play tennis with |
| 322. Who answers classified ads | 356. Who quit their job or is out of work | 390. You respect |
| 323. Who are social networkers | 357. Who reads self-help books | 391. You see at the coffee shop |
| 324. Who attends seminars | 358. Who recycles | 392. You see at the gym |
| 325. Who bags your groceries | 359. Who runs personal ads | 393. You take your cleaning to |
| 326. Who bought a new home | 360. Who sells Advocare | 394. Your aunts and uncles |
| 327. Who buys bottled water | 361. Who sells cosmetics | 395. Your brothers and sisters |
| 328. Who calls you at home | 362. Who sells MONAT | 396. Your children |
| 329. Who calls you at work | 363. Who tailors your clothes | 397. Your cousins |
| 330. Who delivers pizza to your home | 364. Who wants a promotion | 398. Your dentists |
| 331. Who delivers your mail | 365. Who wants freedom | 399. Your doctor |
| 332. Who delivers your paper | 366. Who wants to go on vacation | 400. Your friends |
| 333. Who does volunteer work | 367. Who was injured at work | 401. Your parents |
| 334. Who enjoys being around people | 368. Who was laid off | 402. Your spouse's relatives |
| 335. Who gave you a business card | 369. Who watches television often | 403. Youth Director |
| 336. Who goes to gym | 370. Who watches your children | |
| 337. Who handles your gardening | 371. Who will help you | |

My Warm Market Prospector

LC/LP = Launch Call/Launch Party

SD = Sit Down

Z = Zoom

LBOC = Live V.I.P. Business
Overview Call

ATM = Add, Tag, Message

VP = Video Presentation

P = Social/Party

BOC = 24/7 Recorded
Business Overview Call

FBL = Facebook Live

MLA = B-Epic App

W = Webinar

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