



WHO DO YOU KNOW?

CREATE YOUR LIST

*Your contact list is the foundation of your business and your **LARGEST** asset. If you truly want to **EXPLODE** your business, you will want to connect with between 30 to 100 people within your first 30 days. Start by identifying your top 10 in each category below and then continue to add to it **DAILY**. The bigger your **LIST**, the more **MONEY** you will make. Remember, you are offering an **OPTION** to solve a challenge they may have so be confident in your approach and **DO NOT PRE-JUDGE!!***

10 EASIEST CUSTOMERS - HOT MARKET

The fastest way to build your “initial” customer base is through your **HOT MARKET** (*IF you have good relationships with your family and friends*). This is the group of people that you would call if you were stranded on the side of the road and needed a ride. They love and trust you and know you so well that they probably **WON'T** respect you in business until you have had some success. These are your SPOUSE, PARENTS, COUSIN, UNCLE/AUNT, BROTHER/SISTER, GRANDPA/GRANDMA, SISTER-IN-LAW, CO-WORKER, BEST FRIEND, etc. These folks would do ANYTHING for you but are NOT good prospects for the BUSINESS until YOU start making money **OR** unless you already have influence and credibility with them because of your success in your current career.

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10 POTENTIAL CUSTOMERS

You have access to thousands of people, and you've probably never really even thought about it. Remember, 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 ARE interested in our products or even the business so talk to EVERYONE!

Who do you know that...has inflammation or joint discomfort • want/need to lose weight • drink energy drinks or coffee • want/need to boost their immune system • enhance their mood • drinks alkaline water • improve their skin • want to detox and improve gut and digestive issues • spend money on anti-aging and skincare products • wear body garments or waist trainers • are health conscious • are currently dealing with a health challenge • needs deeper sleep • physician • personal trainer • bodybuilder • hair stylist • esthetician • massage therapist • nutritionist • chiropractor • spa owner • plastic surgeon • veterinarian • dentist • is a fitness or sports enthusiast • take prescription drugs • are always tired • love to workout • shop at Whole Foods or Trader Joe's and people who provide YOU services.

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10 POTENTIAL BUSINESS BUILDERS

These are the types of people that when they call the people that THEY know about ANYTHING, their network wants to hear what they are doing and they want to be a part of it. These are people who have large centers of influence and tend to build their organizations faster with other people of influence. Keep in mind that oftentimes the most successful, busiest people “get it” first and they run with it because they always want to make MORE money!!

Who do you know that has at least one or more of these characteristics.....Self-motivated • money-motivated • love helping people • have a large social media following • successful & still hungry • natural born leader • mentality of a champion • financially stable (earn 40k or more per year) • person you look up to • had previous network marketing or sales experience • warm and friendly personality • positive attitude • proactive • charismatic • happy • kind • busy • competitive • entrepreneurial • community leader • great people skills • magnetic personality • social butterflies • online influencers • traditional business owner • could call and invite twenty people to their homes, and all twenty would attend • know A LOT of people.

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