

Prospect List

As you create this list, remember, that you are offering people a gift: of great skin, or an incredible opportunity that could offer them time and financial freedom!

The DOs and DON'Ts of Making A List

DO make your list as long as possible

- It's your greatest asset when starting your business
- The longer your list, the greater your posture. If you have a list of 10 people and the first five say no, you will feel disappointed. However, if you have a list of 100, and the first five say no, you have 95 other people to contact!

DON'T ever prejudge anyone

- They could end up in someone else's organization. If you think they're great someone else does too!
- You never know what people will do, or who they could lead you too. Think: What is greater; the risk or the reward?

Steps to Developing your Warm Market List

1. Use the Memory Jogger to make a list of **at least** 75 - 200 people that you know on a first name basis and get their email addresses. Go through your Facebook contacts and cell phone contacts. In addition, you can use the Yellow Pages as a Memory Jogger. Start with the letter A and ask yourself, "Who do I know who is an Accountant, a Banker, a Carpenter.?" Review the Memory Jogger to help you.
2. You may want to split your paper in half. Put local contacts on one side (this will help you when you are creating invitations for your launch event). Put long distance contacts on the other side.
2. In the left column, identify those people on your list who:
 - Are **Successful (S)**
 - Are a **"People" Person (P)**
 - Have Strong **Influence** with Others **(I)**
 - Have a **Need For the Product** with Others **(N)**

These are the people you will contact first to share your business story, product story, and your company story. Use your upline for 3-way calls.

Refer to the Memory Jogger to help you.

DERMATOLOGISTS

Independent Consultant

PROSPECT LIST: MEMORY JOGGER

Use this list to help you remember people and write their names down as they come to you.

Across the street	Electrician	Motel owner	Soccer Mom	Nurse
Adventurist	Enthusiastic	Moustache	Sold you a car	Orthodontist
Always having parties	Entrepreneurial	Music Lessons	Son/Daughter just married	Pediatrician
Ambitious	Eye Glasses	Music Teacher	Spa or health club	Surgeon
Apartment Manager	Finger nail technician	Natural leaders	Speech class	Clubs:
Art Instructor	Fire Chief	Needs more money	Step children	Book club
Attractive	Fireman	Neighbors	Student	Golf club or group
Bald Headed	Former boss	New car	Successful people	Lion's club
Bank Tellers	Former Church	Notary Public	Surgeon	Rotary club
Barber	Former co-worker	Office manager	Tallest	Toastmasters
Baseball team	Former Neighbors	Office skills	Taxi driver	YMCA
Basketball team	Former roommate	On a diet	Teachable people	YWCA
Best dressed	Friends	On the corner	Teachers	Family:
Best personality	Furniture salesman	Optimistic	Teaches my kids	Brother
Best salesman	Garage Mechanic	Out of state	Team concept people	Cousin
Best smile	Goal oriented people	Owens a restaurant	Tells jokes	Grandparents
Blonde hair	Goes bowling with me	Owens my apartment	Thrifty	Other Relatives
Boss	Golf Pro	P.T.A.	Track team	Parents
Bought car from you	Good with computers	Painted my house	Twins	Sister
Bowling league	Grocery store worker	Parent's friends	Uncles/Aunts	Uncle
Brunette	Handsome	Pay too much in taxes	Unemployed	In-laws
Bus driver	Has a dangerous job	Pilot/airline employee	Vacationed with	Wedding:
Car repair	Has a pick-up truck	Play cards with	Waitress	Attended
Carpenter	Has expensive taste	Plays an instrument	Was in my car pool	Best Man
Cell phone contacts	Has hunting license	Policeman	Was my teacher	Bridesmaids
Choir	High Achievers	Positive thinker	Wears a beard	Groomsmen
Christmas card list	High School	Postman	Web designer	Maid of Honor
Church	High School reunion	Preacher	Wedding list	Photographer
Coaches	High self esteem	Printer	Wedding photographer	Networking Groups:
College	High voice	Public speaking skills	Welder	Alumni association
College coach	Hobbies	Quit smoking	Where you grew up	Facebook
College students	Home address book	Real Estate Agent	Who you call for help	Linked In
Computer programmer	Hunter	Realtor	Work out with	My Space
Confident people	In another city	Recent promotion	Workaholic	Other networking groups
Contractor	In management	Red head	Works a second job	People Who:
Cowboy hat	Interior decorator	Repaired my electronics	Works for the city	Are underinsured
Co-worker	Just had a baby	Restaurant owner	Works for the state	Are uninsured
Dance class/teacher	Just married	Rides the bus	Works in sales now	Have organizational skills
Day care center	Lab technician	Runs a beauty shop	Works nights	Like a challenge
Deep voice	Landlord	Salesperson	Works weekends	Like helping charities
Delivers Parcels & Packages	Librarian	School principal	Military:	Love people
Doctor	Lifeguard	School reunions	Air Force	Love to learn new things
Does odd jobs	Likes cards	Seamstress	Amy	Own small businesses
Downsized/laid off/fired	Likes to camp	Secretary	Coast Guard	Want more for their family
Drives Cadillac	Likes to play golf	Self motivated people	Navy Buddy	Want out of debt
Drives Chevy	Little League	Sells business clothes	R.O.T.C.	Want to retire
Drives Dodge	Mailman	Sells flowers	Veterans	Want to work for themselves
Drives Ford	Minister	Senior citizen	Medical:	
Dry Cleaners	Most integrity	Sheriff	Chiropractor	
Drycleaner	Most likely to succeed	Shortest	Dentist	
Eat out with	Most outgoing	Single Dad	Dietician	
Editor	Most popular	Single Moms	Family Doctor	
	Most trustworthy			

