

Building Your Names List

Who do you know?!

Putting together your names (possibilities) list is the first, but most important step. These names that you list below should be:

- people that you know to some degree
- they have a need for a change
- their timing is right or they're searching for an income opportunity
- they know a lot of people
- they are leaders in their sphere of influence
- they have talents that are conducive to business

Don't be afraid to include your 'CHICKEN LIST'. This list would be people that you may be apprehensive about talking to about the business for whatever reason. Remember successful people are successful for a reason, they are open minded. They are typically looking for additional streams of income.

Your immediate plan of action is to prepare a names list of a MINIMUM of 80 candidates or more for your business. You will notice that there are stars next to the top 10 names. These are for your best candidates, people you feel would be the most receptive right now!

Make it your goal to complete this list immediately. After your list is completed, follow up with your Senior Business Partner and give him/her a copy of this list. They will review this list with you and also keep a copy for his/her records. They will not call your list without you or without specific permission from you!

At this point, it's time to start contacting your candidates! Remember...you are a professional 'sorter' in this business, not a 'convincer'... sorting through your candidates to find those whose timing is right. Use script recommended by your Senior Business Partner.

BUILDING YOUR LIST

Success results when preparedness (your prospect) and opportunity (what you can offer) meet. Select those who are prepared – those who have a POSITIVE ATTITUDE (a must), who are respected and ambitious, and who are on your level or above.

Most often, the more successful a person is already, the quicker they are to see the tremendous opportunity. Remember, you are doing them a favor – they are not doing you a favor. You are offering them the opportunity for financial freedom and the realization of their dreams.

Be sure not to prejudge people. When you think, "Oh, they wouldn't be interested," you have just made a decision for that person. A decision that deprives them of one of the greatest opportunities this country has to offer. Give them the freedom to decide. Then, they can never say that you didn't give them a chance. Many will thank you for the rest of their lives. Prejudging can cost you more than you can imagine – in time, effort, and MONEY!

CONSIDER THE FOLLOWING:

FRIENDS
NEIGHBORS
RELATIVES
CHURCH MEMBERS
FELLOW EMPLOYEES

CLUB MEMBERS

PAST ASSOCIATES

CHRISTMAS CARD LIST

WEDDING INVITATION LIST (if married)

THOSE YOU WENT TO SCHOOL WITH (check yearbooks)

ANYONE YOU ADMIRE (even if you don't know them well- they want money and security, too)

NOTE: The more credible a person is, the faster their potential to grow! Partner with the sharpest, most successful people you know or meet!

RELATIVES

Parents
Grandparents
Sister(s)
Brother(s)
Aunts
Uncles
Cousins

WHO

Lives next door / across the street
Is my barber / wife's hairdresser
teaches our children at school
Was our best man / ushers
Was our maid of honor / bridesmaids
Was the wedding photographer
Is the purchasing agent where I work
Is the band director at school

WHO IS OUR

Milkman
Mailman
Paperboy (parents)
Dentist
Physician
Minister
Florist
Lawyer
Insurance Agent
Accountant
Congressman
Pharmacist
Veterinarian
Optometrist

Are our babysitters parents
Goes hunting / fishing with me
Was my Army/Navy/Marine buddy
The architect who drew up our house plans
Goes bowling with us
Is president of the PTA
Was my wife's fraternity brothers (sorority sisters)
People we met camping
Credit Manager of the store where we shop
Is (my wife's) boss – or former boss
Are the people we work with
Was old high school teacher/principal
Repaired our T.V.
Upholstered our couch
Are the people we knew on our old jobs
Went with us to the races

WHO SOLD US OUR

House
Car / tires
Piano / Organ
Fishing tackle
T.V. / Stereo
Suit / Ties / Shoes
Business Cards
Wedding Rings
Glasses / Contact Lenses
Vacuum Cleaner
Boat
Camper
Honda / Bicycle
Living room furniture
Typewriter / Adding Machine
Computer
Air Conditioner
Surfboard
Kitchen Appliances

Is in our car pool
Installed our telephone
Has a Laundromat
Teaches ceramics / crafts
Owns a taxi service
Cuts our grass (parents)
Painted our house
Owns a pet shop
Installed our refrigerator
Renewed my driver's license
Owns our apartment
Is in Rotary, Lions, Kiwanis, etc
Is on the board of directors with me
Is Jaycee President
Plays bridge / poker with me
Is in my wife's garden club
Is in our book club
Is my child's kindergarten/daycare/nursery teacher
Are the parents of my children's friends
Is a deacon in our church
Owns a slipcover, fabric or drapery business
Manages a ladies / mens salon – exercise facility

Riding lawnmower
Luggage
Avon Products
Mary Kaye Products
Tupperware
Carpet

Gave me a speeding / parking ticket
Does our income taxes
Cleans our clothes
Hung our wallpaper
Taught our children driver's ed
Gave our children swimming lessons this summer

WHO

Works with the rescue squad
Owns beach / mountain cottage where we vacationed
Sells us gasoline and services our car
Sold my wife her wig
Owns a nursery
Delivers Parcel Post Packages (UPS)
Works with exterminating/ pest control
Store's my wife's winter coat
Sells ice cream in the neighborhood
Owns or manages the jewelry store downtown
Sells aluminum awnings
Works for a travel agency

WE KNOW SOMEONE WHO IS

Nurse
Golf Pro
Student
Fashion Model
Security Guard
Sheriff
Fire Chief
Secretary
Welder
Crane Operator
Candy Salesman
Police Detective
Music Teacher
Art Instructor
Forester
Seamstress
Carpenter
Pilot / Flight Attendant
Bus Driver
Bank Cashier / Teller
Cloth Cutter
Garage Mechanic
Editor
Lab Technician
Restaurant Owner
PBX Operator
Social worker
Race Car Driver
Paper Mill Worker
Brick Mason
Drafting Manager
Printer
Office Manager
Owns a Bakery
Plant Foreman

Dietician
Mechanic
Anesthetist
Surgeon
Librarian
Mortician
Missionary
Real Estate Agent
Railroad Ticket Agent
Newspaper Pressman
Bulldozer Operator
Mobile Home Salesman
Soft Drink Distributor
Air Traffic Controller
Lifeguard
Swimming Teacher
Interior Decorator
Typewriter Salesman
Grocery Store Owner
Insurance Adjuster
Warehouse Manager
Moving Van Operator
Rent-A-Car Representative
Professional Ball Player
TV Announcer / Producer
Tool & Die Maker
Cookware Salesman
Encyclopedia Salesman
Dance Instructor
Sawmill Operator
Industrial Engineer
Research Technician
Telephone Linesman
Lithographer
Fisherman

Waitress / Waiter
Furniture Dealer
Notary Public
Farmer
Actor / Actress
Land clearer
Horse trader
Statistician
Cement finisher
Antique dealer
Brewery Salesman
Engineer
Contractor
Chiropractor
Podiatrist
Auctioneer
Ophthalmologist
Pediatrician
Electrician
Plumber
Architect / Remodeling
Dental Hygienist
Shoe Repairman
Physical Therapist
Motel Owner / Manager
Highway Patrolman
Judge
Photographer / Model
Motorcycle Owner
Pizza Delivery Person
Owns a local hardware store
Owns a Car Wash
Sells Storm Doors / windows
Computer Programmer
Sells Auto Stereos
Is a Ski Instructor
Delivers Bottled Water
Owns a Catering Service
Owns a Towing Service
Veterinarian
Own Video Store
Owns a Cleaning Company
Owns a Limousine Company
Boat Salesman
Coin Dealer
Employment Services
Sells Firewood
Cleans Gutters
Sells Hot Tubs / Jacuzzis
Installs Insulation
Teaches Karate
Bench Machinist

LIST BUILDING BY FREE ASSOCIATION

INSTRUCTIONS:

- 1) If the new distributorship is a couple, the husband and the wife should each make a list.
- 2) When you read (hear) each word, write the first name that comes to mind.
- 3) Please do not stop to prejudge the person or consider if they would be interested.

Alicia	Eric	Naomi
Alice	Frank	Natalie
Andy / Andrew	Floyd	Owen
Ann	Gail	Olive
Amy	Greg	Pam
Alex	Has lots of kids	Paul
Art	Has no kids	Peter
Betsy	Lives in an apartment	Who prepared your taxes
Brenda	Beautiful Voice	Who sells you gas
Brian	Loves chocolate	Who own a kids nursery
Barbara	Boat nut	Your exterminator
Keith	Loves Jewelry	Your Travel Agent
Blonde hair	Handicapped	Quinn
Messy hair	Always late	Ron / Ronnie
Meticulous hair	Insurance agent	Scott
Calvin	Dentist	Sara
Cecil	Doctor	Stacy
Chris	Veterinarian	Tony
Craig	Gynecologist	Valerie / Val
Cindy	Heidi	Wade
Cornelius	Harry	Wendy
Catherine / Cathy	Hazel	Wanda
Beard	Irene	Restaurant owner
Mustache	Jack	Has pool
Braces on teeth	Jamie	Wears glasses
Beautiful teeth / smile	Jody	Dresses sharp
Drives a neat car	Who sold you house	Musician
Drives a van	Who sold you Tupperware	Big coffee drinker
Drives a Volkswagen	Who repaired vacuum	Plays guitar
Car nut	Lives next door	Postman
Animal lover	Your hairdresser	Milkman
Dan / Danny	Your barber	UPS Man
Donna	Karl	Enthusiastic person
Doreen	Kay	Electrician
Debra / Debbie	Kyle	Plumber
Don / Donnie	Lana	Carpenter
David / Dave	Larry	Avon Lady
Beautiful lawn	Lynn	Dry Cleaner
Sports nut	Your best man	Printer / copier
Spotless home	Your maid of honor	School teacher / principal
Filthy home	Your kid's band director	Banker
Has an accent	Your babysitter's parents	Engineer
Jewish	Army/Navy/Marine/AF buddy	Farmer
Pregnant	President of PTA	In your car pool
Ed / Eddie	Marty / Martha	On your softball team
Ethel	Michelle / Mickey	In your bowling league
Evelyn	Mike / Michael	

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