

Building A Master Name List

1) Do a complete inventory of all the people you can remember. Use your yearbook, rolodex, business cards...Keep in mind, it's ok to consciously decide not to contact someone, but they may trigger off the memory of someone else you would want on your list.

2) Do a "Memory Jog" Look at each name and ask yourself, "Who do I know who knows this person...? And who does this person know that I know?" Do this, and your list will grow by 20%.

3) Use the Memory Jogger List Below or get a copy of the Yellow Pages and have a friend run through all the categories: Keep in mind, some will just be candidates for the Product or service and others for the businesses. Do Not do this by yourself, use your Up-line if need be. That way you won't be as likely to Pre-Judge!

<ul style="list-style-type: none"> • Who's dissatisfied • Money motivated • Who's out of work • Family members • Who Is laid off • Who's in MLM • Who has lots of time • Who's your doctor • Reads self help books • Your parent's friends • Who does your taxes • Works in your bank • Who is in sales • Who needs a new car • Your neighbors • Likes to help people • Who your friends know • Who watches TV often • Who likes the internet • Who delivers your mail • Works at the grocery • Owns a small business • Who is in college • Who has a boat 	<ul style="list-style-type: none"> • Unhappy w/ income • Who's their own boss • Who are your friends • Went to school with • Gave a business card • Who wants freedom • Who is successful • Who's Your dentist • Works with kids • Who you look up to • Who cuts your hair • Who teaches • Who likes to dance • Who wants a vacation • Who Attends church • Repairs your house • Works w/fundraisers • Who will help you • Likes to buy things • Calls you at home • Who recycles • Needs a web site • Likes to talk on/phone • Bought a new home 	<ul style="list-style-type: none"> • Environmentally concerned • Enjoys high energy people • Who needs extra money • Works part time jobs • Who works nights • Who needs more time • Who is a social worker • Who looks up to you • Who is your boss • Who is Self motivated • Works in restaurants • On your wedding list • Who you like the least • Who is disabled • Wants a promotion • Who sold you your car • Who likes team sports • Works on computers • You met on a plane • Who have you helped • Who builds web sites • Just got a new computer • Who likes to garden • Who you met at a party
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