

Prospect List - Step 4

If you discovered a goldmine with an unlimited supply, who would you tell about it first?

Always remember that you are offering people the gift of health and wealth.

The DOs and DON'Ts of Making a List

DO make your list as long as possible

- It's your game plan-your greatest asset when starting the 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 pressure to sponsor the next five and this can put you into the "begging" mode and will greatly reduce your effectiveness. However, if you have a list of 100, and the first five say no, you have 95 other people to contact and a game plan over the next 30 days.

DON'T ever prejudice anyone

- They will end up in someone else's organization.
- Sift and Sort-You want to give people enough information so they can make a decision as to whether MonaVie is right for them. Do not try and talk people into doing the business against their will.

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. 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.?"*

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)**

These are the people you will contact first but **ONLY** with a member of your upteam assisting you.

Refer to the Memory Jogger and Prospect List.

Memory Jogger

People in Your Life

Relatives	Who Is Your...	Who Is Your...	Who Is Your...
Parents	Hairdresser	Optometrist	Neighbor
Grandparents	Doctor	Dry Cleaner	Day Care Provider
Brothers	Attorney	Barber	Insurance Agent
Sisters	Mechanic	Supervisor	Counselor
Aunts	Minister	Pharmacist	Landscaper
Uncles	Mailman	Dietitian	Aerobics Instructor
Cousins	Best Friend	Pediatrician	Accountant

Who do you know who is a...

Golf Pro	Flight Attendant	Actor/Actress	Lab Technician
Physical Therapist	Business Owner	Police Chief	Telephone Lineman
Chemical Engineer Student	Network Marketer	Carpenter	Surgeon
Accountant	Printer	EMT	Architect
Electrical Engineer	Baseball Player	College Professor	Company Executive
Bartender	Video Store Owner	Podiatrist	Secretary
Bank Manager	Attorney	Plant Foreman	Radio Announcer
Computer Programmer	Pediatrician	Salesperson	Anesthesiologist
Fire Chief	Football Player	Airline Pilot	Contractor
Business Manager	Chiropractor	Politician	Electrician
Word Processor	Bank Teller	Teacher	Office Manager
Police Officer	Real Estate Agent	Social Worker	T.V. Reporter
Car Salesperson	Nurse	Financial Planner	Plumber
	Receptionist	Graphic Artist	Restaurant Owner
	Musician	Veterinarian	Journalist
		Dancer	Photographer
			Artist

Who sold you your...	Who...	Who...
House	is on your Christmas list	is from an old job
Car/Truck	is very ambitious	teaches your children
Furniture	is the life of the party	is a fashion model
Boat	is considered a leader	is your golf partners
Office Supplies	is looking for a new profession	has a booming
Business Clothes	is known by everyone in town	is in a job
Vacuum Cleaner	is a Consultant or Trainer	wants more out of life
Computer	was in your wedding party	has a very stressful job
Carpets/Tile	is in a high profile job	is from civic activities
Curtains	runs a local deli	is President of PTA
Storm Windows	runs a local bagel shop	rides to work on the
Aluminum Siding	do you play cards with	edits a newspaper
Vacation Package	are your college friends	is friends with the family
Air Conditioner	is active in your church	is health conscious
Groceries	is a prominent business owner	often seems tired
Jewelry	do you respect a great deal	wants to lose weight
Telephone System	are your parents' friends	is active in local politics
Lawnmower business	recently had children pox	likes to exercise
T.V./Stereo	already takes vitamins	
Fraternity/Sorority	has influence with others	

