

Building Your List

This is a **PEOPLE** business – that's one of the reasons this opportunity has been so successful. And, as with any business, you give yourself the greatest opportunity for success when you present your business to the greatest number of people. One of the advantages of this opportunity is that it gives you the chance to choose your own business associates.

Select people who have a positive attitude, who are respected and ambitious, and who are on your level or above. Don't prejudge anyone! Allow them the chance to make their own informed decision after they've been shown the business plan. The biggest error you can make is thinking, "They won't need more money," or "They're too busy." Most often, the more successful a person is, the quicker they are to understand and appreciate this business opportunity.

Initially, dedicate some time exclusively to making a written list of everyone you know. One of the easiest ways to think of names is by occupation. Look at the occupations of those who have achieved success in your own organization.

If your first list does not contain at least 100 names you may be prejudging, and should consult your sponsor for help with

other techniques. Your first list tends to grow rapidly for several days as you see or remember other people, so keep your list with you at all times. This list becomes the starting point for building both an organization and your retail or merchandising business. And, of course, your list can expand as you meet new people.



List Building

Administrator	Broker
Advertising	Building Inspector
Aerobics/Fitness	Business Owner
Instructor Agent	Buyer
Anesthesiologist	Cable Repairman
Antique Dealer	Technician
Apartment Landlord	Car Pool Member
Appliance Repairman	Carpenter
Appraiser	Carpet/Tile
Architect	Installer Cashier
Armed Forces Friends	Chef
Attorney	Child Care Provider
Auditor	Civil Engineer
Automobile	Claims
Dealer	Adjuster/Examiner Clerk
Automobile Body	
Repairer	
Baby-sitters	Coach
(parents) Bank	College Professor
Cashier/Teller Barber	Computer
Beautician	Operator/Programmer
Best Man/Ushers	Computer Systems Analyst
Biomedical	Construction Worker
Technician	Consultant
Bookkeeper	Cosmetologist
Bookstore Owner	Counselor
Broadcaster	Court
	Reporter

Credit Union Employee
Customs Agent
Dancer/Dance
Instructor Dental
Hygienist Designer
Dietician
Doctor/Physician
Draftsman/CAD
Driving Instructor
Editor
Educator
Electrical
Technician/Engineer
Electrician
Emergency
Medical
Technician
Engineer
Entertainer
Exterminator
File Clerk
Fireman
Fisherman
Flight Attendant

Forklift Operator
Friends
Funeral Director
Gardener
Golf Course Pro
Government
Employee Graphic
Designer Grocer
Guard
Guidance Counselor
Hairdresser
Health Club Employee
Hospital Employee
Florist
Food Service Worker

People you know who...

- are very ambitious.
- want to make more money.
- want to have more family time.
- were passed over for a promotion.
- travel a great deal.
- want to own their own business.
- are still in search of the right career.
- are in management positions.

Categories...

- Address Book
- Friends & Neighbors
- Relatives
- Work Associates
- School/College Friends
- Out of State Contacts

Hotel Manager/Employee
 Importer/Exporter
 Industrial
 Designer/Engineer
 Insurance Adjuster
 Interior
 Decorator/Designer
 Investigator
 Lab Technician
 Land
 Surveyor/Planner
 Lawn Service Worker
 Leasing Agent
 Librarian
 Loan Officer
 Locksmith
 Maid

Maid of Honor/Bridesmaids
 Management Consultant
 Marketer
 Mechanic
 Mechanical Engineer Medical
 Technician
 Motel Owner/Manager
 Moving Van Operator
 Museum
 Curator/Employee Music
 Teacher
 Musician
 Nail Technician
 Nurse
 Occupational Therapist
 Office Manager
 Painter
 Parts Manager
 Personnel Manager
 Photographer
 Physical Therapist
 Pilot
 Plant Foreman
 Plumber
 Podiatrist
 Policeman
 Postal Employee
 Printer
 Production Manager
 PTA
 President/Members
 Public Relations
 Specialist Purchasing
 Agent Rancher
 Receptionist
 Recruiter
 Repairman
 Reporter
 Respiratory Therapist
 Restaurant Owner
 Retailer
 Retiree
 Salesperson
 Scout Leader
 Secretary
 Singer
 Social Worker
 Speech Therapist

Student
 Surgeon
 Trainer
 Travel Agent
 Truck Driver
 Tutor
 Vendor
 Waitperson
 Warehouse Manager
 Welder
 Window Cleaner
 Writer

Who sold you your...

- Automobile
- Cellular Phone
- Floor Covering
- Glasses/Contacts
- House/Home Furnishings
- Kitchen Appliances
- Office Equipment/Supplies

Names List

Aaron	Carol	Dennis	Fred	Jean	Lucy	Randy	Susan
Adam	Carrie	Derek	Gail	Jeffrey	Lynn	Raymond	Teresa
Adrian	Catherine	Diana	Gary	Jennifer	Marcia	Rebecca	Terry
Alan	Cecilia	Dick	Gene	Jesse	Marianne	Richard	Thomas
Alexander	Charles	Don	George	Jessica	Marie	Robert	Tim
Allison	Charlotte	Donna	Gerald	Jill	Marilyn	Ron	Todd
Amanda	Cheryl	Dorothy	Glenn	Joan	Mark	Sam	Tom
Amy	Chris	Doug	Gloria	Jody	Marsha	Sara	Tony
Andre	Claire	Duane	Gordon	Joe	Martha	Scott	Tracy
Andrea	Clark	Earl	Grace	John	Mary	Sharon	Valerie
Andrew	Claudia	Ed	Greg	Jonathan	Matthew	Shannon	Vincent
Andy	Clay	Edward	Harry	Joseph	Melissa	Sheila	Wade
Angela	Clifford	Eileen	Heidi	Judith	Michael	Sherry	Walter
Anita	Clint	Elaine	Helen	Julia	Nancy	Sidney	Warren
Ann	Clyde	Eleanor	Henry	Karen	Natalie	Simon	Wayne
Anthony	Colleen	Elizabeth	Howard	Karl	Nick	Sophia	Wendy
Barbara	Connie	Ellen	Irene	Kathy	Owen	Stan	William
Barry	Craig	Emily	Jack	Keith	Pamela	Stephanie	
Ben	Cynthia	Emma	Jacob	Kelly	Pat	Steve	
Beth	Dan	Emmett	Jake	Kevin	Patricia		
Bill	Darrell	Eric	James	Lawrence	Paul		
Bobby	Dave	Eugene	Jan	Laura	Paula		
Bonnie	Dawn	Evelyn	Jane	Lee	Penny		
Brad	Dean	Faith	Janet	Leonard	Peter		
Brent	Deanna	Faye	Janice	Leslie	Phil		
Brian	Deborah	Frances	Jason	Lori	Rachael		
Carl	Denise	Frank	Jay	Louis	Ralph		

Who is your...

- Attorney
- Banker
- Dentist
- Insurance Agent
- Minister
- Physician