

# BUILDING YOUR LIST

Successful business owners put themselves in a position to win by developing a list of names of everyone they know. Why everyone? It is the starting point for building a solid organization and customer base. The biggest error IBOs make is deciding whether or not contacts are open minded to additional income. If your list does not contain at least 100 names, you could be prejudging.

## 1

### START HERE

- Phone
- Address Book
- Yearbooks
- Alumni
- Groups
- doc
- Facebook
- Twitter
- Instagram
- Relatives
- White Pages
- Friends
- Neighbors
- Teams
- Organizations
- Clubs

## WHO DO YOU KNOW NAMED...

- |         |              |           |            |          |          |           |          |
|---------|--------------|-----------|------------|----------|----------|-----------|----------|
| Aaron   | Brent        | Dana      | Grant      | Joseph   | Madison  | Phillip   | Thomas   |
| Abe     | Brett        | Daniel    | Gregory    | Joshua   | Marcus   | Rachel    | Tiffany  |
| Adam    | Brian        | Danielle  | Hannah     | Juan     | Margaret | Randy     | Timothy  |
| Adrian  | Brianna      | Danny     | Heather    | Julia    | Maria    | Raymond   | Tina     |
| Alan    | Brittany     | David     | Heidi      | Julie    | Mario    | Rebecca   | Todd     |
| Alex    | Brooke       | Dennis    | Holly      | Justin   | Mark     | Rene      | Tony     |
| Alexis  | Caitlin      | Derrick   | Hope       | Karen    | Mary     | Richard   | Tracy    |
| Alicia  | Cameron      | Desiree   | Ian        | Kathleen | Matthew  | Robert    | Travis   |
| Alison  | Candace      | Diana     | Jack       | Kathryn  | Megan    | Ronald    | Trevor   |
| Alyssa  | Cara         | Dirk      | Jacob      | Katie    | Melanie  | Russell   | Troy     |
| Amanda  | Carlos       | Donald    | Jacqueline | Kayla    | Melissa  | Ryan      | Tyler    |
| Amber   | Carrie       | Douglas   | James      | Keith    | Meredith | Samantha  | Valerie  |
| Amy     | Cassandra    | Drew      | Jamie      | Kelly    | Michael  | Samuel    | Vaughn   |
| Andrea  | Casey        | Dustin    | Jared      | Kelsey   | Michelle | Sandra    | Vanessa  |
| Andrew  | Catherine    | Edward    | Jason      | Kenneth  | Misty    | Sarah     | Veronica |
| Angela  | Chad         | Ellen     | Jay        | Kevin    | Mitchell | Scott     | Victor   |
| Annie   | Charles      | Elizabeth | Jeff       | Kimberly | Monica   | Sean      | Victoria |
| Anthony | Chelsea      | Emily     | Jeff       | Kristen  | Morgan   | Seth      | Vincent  |
| Antonio | Christian    | Eric      | Jenna      | Kyle     | Natalie  | Shane     | Wesley   |
| April   | Christina    | Erica     | Jennifer   | Larry    | Natasha  | Shannon   | William  |
| Ashley  | Christine    | Erin      | Jeremiah   | Laura    | Nathan   | Shawn     | Yvette   |
| Austin  | Christophere | Ethan     | Jeremy     | Lauren   | Nicholas | Shirley   | Zachary  |
| Bethany | Cody         | Evan      | Jessica    | Leah     | Nicole   | Sidney    |          |
| Bill    | Cory         | Frank     | Jessie     | Leslie   | Pamela   | Stacy     |          |
| Blake   | Courtney     | Gabriel   | Jill       | Lindsay  | Patricia | Stephanie |          |
| Bobby   | Craig        | Gary      | Joel       | Lisa     | Patrick  | Stephen   |          |
| Bradley | Crystal      | George    | John       | Logan    | Paul     | Steven    |          |
| Brandon | Curtis       | Gillian   | Jonathan   | Luis     | Peter    | Susan     |          |
| Brandy  | Cynthia      | Grace     | Jordan     | Luke     | Pierce   | Tara      |          |
|         |              |           | Jose       |          |          |           |          |

## 2

# 3 WHO DO YOU KNOW THAT IS A(N)...

Administrator	EMT	Nail Technician
Agent	Engineer	Newspaper Editor
Anesthesiologist	Exterminator	Notary
Apartment Landlord	Factory Worker	Nuclear Engineer
Appliance Repairman	Farmer	Nurse
Appraiser	Fashion Designer	Occupational Therapist
Architect	File Clerk	Office Repairman
Attorney	Fire Fighter	Office Manager
Auctioneer	Fitness Instructor	Painter
Audiologist	Flight Attendant	Parts Manager
Auditor	Food Service Worker	Personnel Manager
Auto Body Repairer	Forklift Operator	Petroleum Engineer
Automobile Dealer	Foster Parent	Photographer
Babysitter	Fraternity Brother	Physical Therapist
Baker	Friend	Pilot
Bank Cashier	Fundraising Director	Plumber
Barber	Funeral Director	Police Officer
Beautician	Furniture Upholsterer	Postal Employee
Biologist	Golf Course Employee	Production Manager
Bookkeeper	Government Employee	Professional Athlete
Bridesmaid	Graphic Designer	Psychiatrist
Broadcaster	Groomsman	Psychologist
Broker	Guidance Counselor	PTA Member
Building Inspector	Gunsmith	PR Specialist
Bus Driver	Hairdresser	Purchasing Agent
Butcher	Homemaker	Receptionist
Buyer	Hospital Employee	Recruiter
Cable Repairer	Hotel Manager	Reporter
Car Detailer	Importer/Exporter	Respiratory Therapist
Carpenter	Industrial Designer	Restaurant Owner
Cashier	Instructor	Retailer
Caterer	Insurance Adjustor	Retiree
Chauffer	Interpreter/Translator	Roofer
Chef	Investigator	School Board Member
Childcare Provider	Judge	Seamstress/Tailor
Choreographer	Lab Technician	Secretary
Civil Engineer	Lawn Care Specialist	Shoe Repairman
Computer Operator	Leasing Agent	Social Worker
Construction Worker	Legal Secretary	Sorority Sister
Consultant	Librarian	Speech Therapist
Contractor	Lifeguard	Student
Corrections Officer	Limousine Driver	Surgeon
Cosmetologist	Loan Officer	Teacher
Counselor	Locksmith	Technician
Credit Union Employee	Lumberjack	Telemarketer
Credit/Collections Agent	Machinery Operator	Tennis Instructor
Customs Agent	Maid	Trainer
Dental Hygienist	Management Consultant	Truck Driver
Designer	Manufacturer	Tutor
Dietician	Market Researcher	Underwriter
Dishwasher	Marketer	Upholsterer
Distributor	Martial Arts Instructor	Vendor
Draftsman/CAD	Mechanic	Waitress/Waiter
Dressmaker	Medical Technician	Warehouse Manager
Driving Instructor	Motel Owner/Manager	Welder
Economist	Mover	Writer
Electrical Engineer	Musician	Zoologist

# WHO IS YOUR...

# 4

Accountant  
Architect  
Attorney  
Banker  
Builder  
Chiropractor  
Mail Carrier  
Dentist  
Financial Planner  
Insurance Agent  
Minister  
Mortgage Broker  
Pharmacist  
Doctor  
Teacher/Professor

# WHO DO YOU KNOW WHO...

Drinks energy drinks  
Takes vitamins  
Has busy lifestyle  
Goes to the gym  
Stays up late  
Works in real estate  
Values good health  
Skips breakfast  
Drinks soda  
Wants to lose weight  
Wants to gain weight  
Enjoys skin care

***GREAT WORK!***