

Creating Your 100 Names List

Use this generic contact sheet to write the names of everyone you know or meet. Writing down a list of your contacts is the first step in any and every business. You don't need these people to say "Yes," or to be interested in what you're doing, you just need to inform them of your opportunity. If they're not interested after you've exposed them, they'll count as one of your "Qualified No's" but may end up being a great source of referrals.

100 NAMES LIST

<ul style="list-style-type: none"> ✓ Assign 1 point to each characteristic. Add the total. ✓ Sample to those scoring 5, 6, or 7 ✓ Use a memory jogger to expand your list ✓ Use the sampling script and flow chart ✓ Goal is to have 35+ people attend your launch week events and to achieve Elite 	Women	Ages 35 to 45	Into natural things	Need for money	Supportive spouse	Influential	Done business before	TOTAL	Sample given/date	2 days later follow-up	Invite to a call or a 1:1	Reminder CALL 48 hrs before event	Reminder TEXT 2 hrs before event	Enrolled	Wellness consult completed	LRP set up	Connected to continuing education	Business Overview Completed
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EXPAND YOUR CONTACTS



Use the following exercises to increase your awareness about others you know whom you may want to share doTERRA with. Add these contacts to your *Contact Tracker*.

1. If you could do business with anyone, who would it be?

2. Who do you know who needs doTERRA?

3. Who do you know that is open to natural healthcare?

4. Use these memory joggers to brainstorm a list of 100+ people you know.

FAMILY

Parents
Grandparents
Brothers
Sisters
Aunts
Uncles
Cousins
Brother-in-Law
Sister-in-Law
Kids

WHO HAS INTERESTS/

EXPERIENCE IN
Fitness/Health
Natural
Green/Organic
Family Values
Outdoors
Entrepreneurial
International

WHO IS AN

Accountant
Aerobics Instructor
Antique Dealer
Appraiser
Architect
Attorney
Babysitter
Baker
Banker
Barber
Beautician
Bookkeeper

Business Owner
Butcher
Carpenter
Carpet Cleaner
Caterer
Chiropractor
Consultant
Dentist
Dermatologist
Dietitian
Doula
Electrician
Engineer
Facebook Friend
Farmer
Financial Planner
Flight Attendant
Gardner
Interior Decorator
Massage Therapist
Nurse
Nutritionist
Office Cleaner
Ophthalmologist
Painter
Pharmacist
Photographer
Physical Therapist
Physician
Piano Instructor
Plumber
Police Officer
Psychologist
Publisher
Real Estate Agent

Reporter
Retired Executive
Sales Rep
Security Guard
Telemarketer
Veterinarian
Yoga Instructor

WHO SOLD YOU

YOUR
Bicycle
Bed
Blinds
Camera
Camper
Car
Computer
Copier
Cosmetics
Clothing
Dry Cleaning
Exercise Equipment
Eye Glasses
Fence
Flowers
Formal Wear
Furniture
House
Insurance
Jewelry
Mobile Phone
Pets
Shoes
Skin Care
Tires

WHO DO KNOW

FROM
Bed and Breakfast
Bowling
Camp
Car Wash
Church
Clinic
College
Garden Center
Golf Course
Government
Health Club
High School
Hospital
Hotel
Library
Museum
Past Jobs
Pharmacy
Post Office
Recycling Center
Resort
Restaurant
Spa
Super Market
Travel
Tennis Court
Theatre
Thrift Shop
Vacations
Volunteer Group
Work