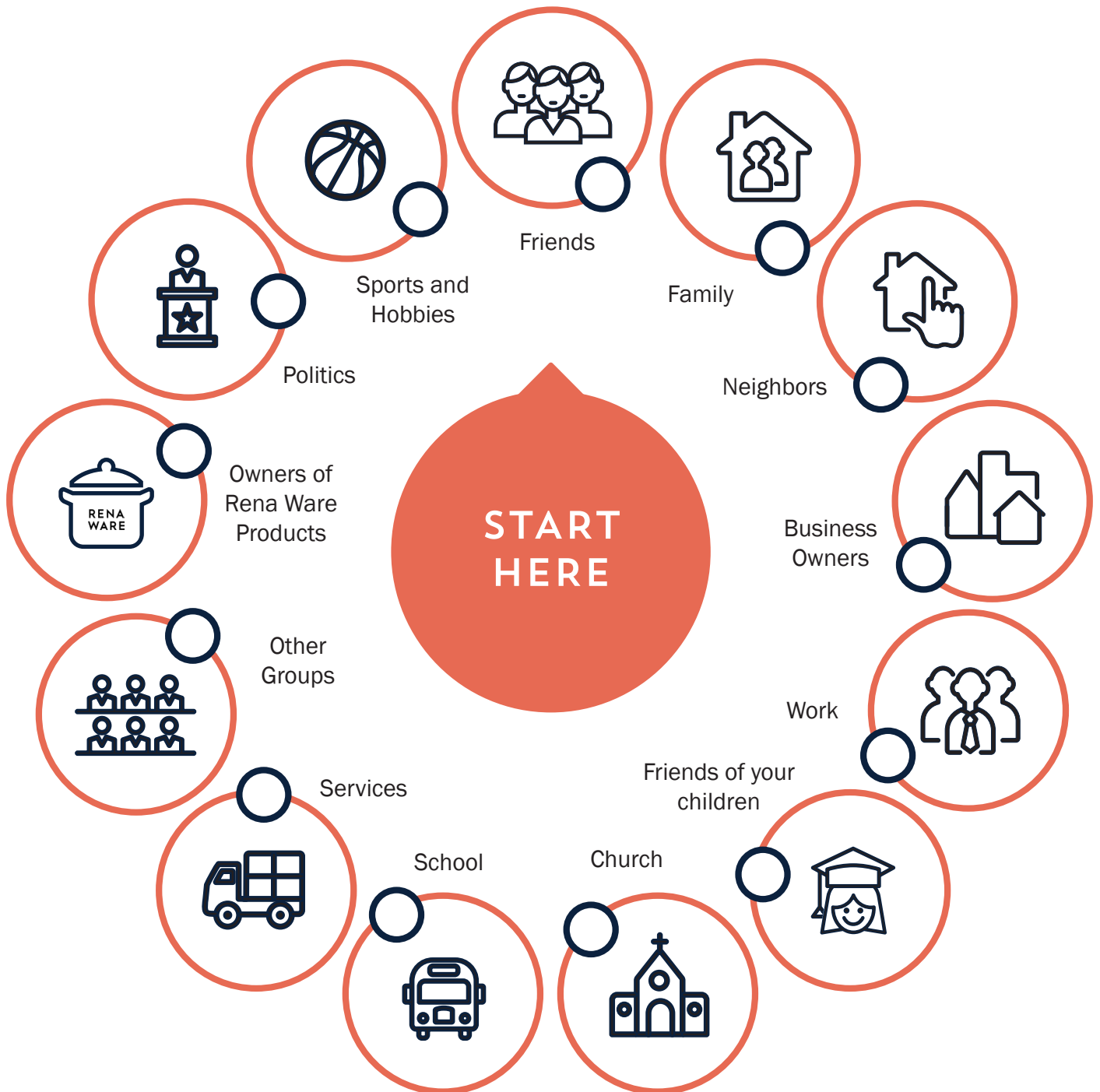


*You know more people than you think.
Use this form to help you remember them.*



INSTRUCTIONS

- 1. Write Names:** Start by writing in all the names you can remember now. Start with your friends. Once you have written their names, place a check mark on the circle next to the icon for that category. Continue with your relatives and proceed until you have completed your Circle of Influence. Check your contacts list on your phone or computer. Don't forget people you know through text messages, email, Facebook and other social media sites.
- 2. Prioritize:** Assign a priority to person by writing next to their name an A, B or C
 - A = people who are the most friendly and positive.
 - C = people who are not easy to talk to or are not always so positive.
 - B = everyone else.
- 3. Fill In:** Fill in their contact information – phone, email address, and in the comments column write one of the 7 missing things that most applies to that person.
- 4. Make Contact:** Now contact the people on your list. Start with your A's. Then go to B's . Contact your C's last. It helps to write a script so you know what to say. For more information go to Basic Training to learn the “5 Point Star System” of what to include and learn some sample scripts. For recruiting refer to the 30-Second Commercial.



Legal Note: When approaching people, you must tell them who you are, why you are approaching them, and what products you are selling. In California, this must be done immediately after greeting a prospective customer and before saying anything else.

