

Prospect List

If you discovered a gold mine, 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 position. If you have a list of 10 people and the first five (5) say no, you will feel pressure to sponsor the next five (5) and this can put you into the "begging" mode which will greatly reduce your effectiveness. However, if you have a list of 100, and the first five (5) say no, you have 95 other people to contact with a game plan over the next 30 days.

The DOs and DON'Ts of Making a List – **DO NOT pre-judge 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 this 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. If you have e-mail addresses, that is even better. 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 or a Carpenter?"
2. In the left column, identify those people on your list who:
 - Are "Successful" (S)
 - Are "People" Persons (P)
 - You Have Strong "Influence" With Or They Have Strong "Influence" With Others (I)
 - Have A Special "MonaVie™" Product Need (M)

These are the people you will contact first. Keep in mind, the ones that are geographically closer to you will be the best ones to start with because you will be able to PLACE the product with them sooner.

Many times you will have the ability to influence people into the business by asking them to join simply based on your judgment. These are obviously strong relationships and may tend to be more localized than long distance, in nature.

Memory JOGGER

People In Your Life...

Relatives
Parents
Grandparents
Brothers
Sisters
Aunts
Uncles
Cousins
Hairdresser
Doctor
Attorney
Mechanic
Minister
Mailman
Best Friend

Who Is Your...

Optometrist
Dry Cleaner
Barber
Supervisor
Pharmacist
Dietitian
Pediatrician
Neighbor
Day Care Provider
Insurance Agent
Counselor
Landscaper
Aerobics Instructor
Accountant

Who Do You Know Who Is A/An...

Golf Pro
Physical Therapist
Chemical Engineer
Accountant
Electrical Engineer
Bartender
Bank Manager

Computer Programmer
Fire Chief
Business Manager
Word Processor
Police Officer
Car Salesperson
Flight Attendant
Business Owner
Network Marketer
Printer
Baseball Player
Video Store Owner
Attorney
Pediatrician
Football Player
Chiropractor
Bank Teller
Real Estate Agent
Nurse
Receptionist
Musician
Actor/Actress
Police Chief
Carpenter
EMT
College Professor
Podiatrist
Plant Foreman
Salesperson
Airline Pilot
Politician
Teacher
Social Worker
Financial Planner
Graphic Artist
Veterinarian
Dancer
Lab Technician
Telephone Lineman
Surgeon
Architect
Company Executive
Secretary
Radio Announcer
Anesthesiologist
Contractor
Electrician

Office Manager
T.V. Reporter
Plumber
Restaurant Owner
Journalist
Photographer
Artist
Working Student

Who sold you your...

House
Car/Truck
Furniture
Boat
Office Supplies
Business Clothes
Vacuum Cleaner
Computer
Carpets/Tile
Curtains
Storm Windows
Aluminum Siding
Vacation Package
Air Conditioner
Groceries
Jewelry
Telephone System
Lawnmower Business
T.V./Stereo
Insurance

Who...

was in your Fraternity/
Sorority
is on your Christmas list
is very ambitious
is the life of the party
is considered a leader
is looking for a new
profession
is known by everyone
in town

is a Consultant or Trainer
was in your wedding
party
is in a high profile job
runs a local deli
runs a local bagel shop
do you play cards with
are your college friends
is active in your church
is a prominent business
owner
do you respect a great
deal
are your parents' friends
recently had children
already takes vitamins
has influence with others
is from an old job
teaches your children
is a fashion model
are your golf partners
has a booming business
is in a new job
wants more out of life
has a very stressful job
is from civic activities
is President of PTA
rides to work with you
edits a newspaper
is friends with the family
is health conscious
often seems tired
wants to lose weight
is active in local politics
likes to exercise

Left TEAM



Right TEAM



Personally sponsor 20 active distributors on your left and 20 active distributors on your right who each sponsor two (2) distributors

		1		
		2		
		3		
		4		
		5		
		6		
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		20		