

# Warm Market Memory Jogger

Your business starts with a contact list. **Make a list of everyone you know!** 100+ names is a great start.

**DO NOT EDIT YOUR LIST!!! (Write down everyone that comes to mind)**

This is just a way to get your juices flowing with potential contacts. They may all work for you, or just a few might work for you... you'll probably think of a bunch that aren't even on the list. Successful representatives constantly update their list because they're constantly meeting people.

Look for such qualities as integrity, accountability, leadership skills, a positive and ambitious attitude, the will to learn and develop, and above all the desire to help others succeed and to fulfill their own dreams and aspirations. Think about those who you admire, people like you and who have the potential to be at the top with you. It is important to leave your comfort-zone and list those who you may be even nervous to invite - Remember you can never know who is going to join your team, list everyone you know and everyone you know of. Do not pre-judge anyone!!!

1. Who is dissatisfied with their job
2. Who is unhappy with their income
3. Who is concerned about their family's future
4. Who is money oriented or money motivated
5. Who owns their own business / self employed
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who needs extra money
9. Who you went to school with
10. Who works with you
11. Who is retired
12. Who works part-time jobs
13. Who you like the most
14. Who is laid off
15. Who bought a new home
16. Who answers classified ads
17. Who runs personal ads
18. Who gave you a business card
19. Who works at night
20. Who works on the weekends
21. Who sells Avon or Mary-Kay
22. Who sells cars/homes/jewelry/insurance
23. Who is in Network Marketing / MLM
24. Who wants freedom
25. Who likes team sports
26. Who runs a fund raiser
27. Who watches TV often
28. Who works on cars
29. Who collects things
30. Who likes political campaigns
31. Who are social networkers
32. Who is in the military
33. Who your friends know (referrals)
34. Who is your dentist / doctor
35. Who just got a promotion
36. Who will help you
37. Who works for the government
38. Who is unemployed
39. Who attends self-improvement seminars
40. Who reads self-help / success books
41. Who owns a restaurant / small business
42. Who was your boss / bosses
43. Who you've met while on vacation
44. Your brothers & sisters
45. Your children & parents
46. Your aunts / uncles / cousins
47. Your spouse's relatives / friends
48. Your parent's friends
49. Your children & friend's parents
50. Who waits on you at restaurants / bars
51. Who lives out of state
52. Who cuts your hair / nails
53. Who does your taxes / works on finances
54. Who works at your bank
55. Who is on your Christmas card list
56. Who is in sales
57. Who sells real estate / insurance
58. Who goes to church with you
59. Who likes to shop
60. Who are teachers
61. Who services your car
62. Who repairs your home
63. Who has children in college
64. Who manages a company
65. Who likes to dance
66. Who sold you your car
67. Who you met at a party
68. Who likes to buy nice things
69. Who you've met on a plane
70. Who does volunteer work
71. Who is always talking about the future
72. Who exercise regularly
73. Who needs a new car
74. Who wants to go on vacation
75. Who works too hard
76. Who was injured at work
77. Who lives in your neighborhood
78. Who is your boss
79. Who is your secretary/assistants
80. Who delivers your mail/packages
81. Who calls you at home / work
82. Who speaks other languages
83. Who attends your church
84. Who handles your gardening
85. Who watches your children
86. Who you meet through friends
87. Who tailors your clothes
88. Who sells cosmetics
89. Who works at the grocery store
90. Who wants a promotion / more money
91. Who has a lot of friends
92. Who likes to cook / bake
93. Who drives a nice car
94. Who is wealthy / successful
95. Who you run into lately
96. Who still works at your last job
97. Who lives back home
98. Who lives outside the U.S.
99. Who you respect/admire
100. Who haven't you!