



Memory Jogger

Listed below, you will find some different categories of people and lists you may have. Grab a pen and paper, and make a list of the people you know in these categories that will make great customers, based on the recommendations given you by your upline. Use this resource in Launch Session 5: Customers, or anytime you need to bolster your Customer List.

Family, Friends, and Associates

- Mother • Father • Grandparents • In-Laws • Siblings • Children • Aunts • Uncles • Nieces • Nephews • Cousins • Friends • Coworkers • Church members • Social group/club • Neighbors • Babysitters • School groups • Organization friends • Casual acquaintances • Chamber of Commerce • Networking groups

Lists You Already Have

Get started by referring to lists you may have already compiled of people in your life that you've wanted to share special occasions with, such as:

- Facebook, LinkedIn, Instagram • Child's birthday invitee list • Current address book/online contact manager • Wedding invitee list • School roster • Holiday card list • Church/synagogue/spiritual group directory

People with Particular Interests

Individuals who:

- Want to get in shape • Want to eat healthy • Want to lose weight • Go to the gym • Are into fitness and nutrition • Want healthier skin • Desire to feel/look younger

People You Give Money To

- P&C Ins. Rep • Life Ins. Rep • Health Ins. Rep • Auto Loan Officer • Mortgage Broker • HVAC Service Person • Plumber • HandyMan • Hair Stylist • Real Estate Agent • Mechanic • Body Shop Owner • Landscaper • Pest Control Person • Lawyer • Pharmacist • Day Care Owner • CPA • Dentist • Doctor • Orthodontist • Optometrist • Chiropractor • Delivery Person • Locksmith • Vet • Pool Service Person • Banker • Massage Therapist • Physical Therapist • Other sales people