

## 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.**

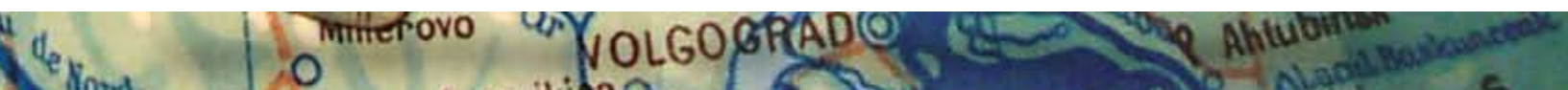
- They will end up in someone else's organization.
- Sift and Sort – You want to give people enough information so they can make a decision as to whether MonaVie™ is right for them. Do not try and talk people into doing this business against their will.

## 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		
		7		
		8		
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		20		

