Creating Your 100 Names List

Use this generic contact sheet to write the names of everyone you know or meet. Writing down a list of your contacts is the first step in any and every business. You don't need these people to say "Yes," or to be interested in what you're doing, you just need to inform them of your opportunity. If they're not interested after you've exposed them, they'll count as one of your "Qualified No's" but may end up being a great source of referrals.

100 NAMES LIST

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EXPAND YOUR CONTACTS

Use the following exercises to increase your awareness about others you know whom you may want to share doTERRA with. Add these contacts to your *Contact Tracker*.

- 1. If you could do business with anyone, who would it be?
- 2. Who do you know who needs doTERRA?

3. Who do you know that is open to natural healthcare?

4. Use these memory joggers to brainstorm a list of 100+ people you know.

EAMILY Parents Grandparents Brothers Sisters Aunts Uncles Cousins Brother-in-Law Sister-in-Law Kids WHO HAS INTERESTS/ EXPERIENCE IN Fitness/Health Natural Green/Organic Family Values Outdoors Entrepreneurial International WHO IS AN Accountant Aerobics Instructor Antique Dealer Appraiser Architect Attorney Babysitter Baker	Business Owner Butcher Carpenter Carpet Cleaner Caterer Chiropractor Consultant Dentist Dermatologist Dietitian Doula Electrician Engineer Facebook Friend Farmer Financial Planner Flight Attendant Gardner Interior Decorator Massage Therapist Nurse Nutritionist Office Cleaner Ophthalmologist Painter Pharmacist Photographer Physician Piano Instructor Plumber Baliao Officer	Reporter Retired Executive Sales Rep Security Guard Telemarketer Veterinarian Yoga Instructor WHO SOLD YOU YOUR Bicycle Bed Blinds Camera Camper Car Computer Copier Cosmetics Clothing Dry Cleaning Exercise Equipment Eye Glasses Fence Flowers Formal Wear Furniture House Insurance Jewelry Mobile Phone Pote	WHO DO KNOW FROM Bed and Breakfast Bowling Camp Car Wash Church Clinic College Garden Center Golf Course Government Health Club High School Hospital Hotel Library Museum Past Jobs Pharmacy Post Office Recycling Center Resort Restaurant Spa Super Market Travel Tennis Court Theatre Thrift Shop Vacations
Babysitter	Piano Instructor	Jewelry	Thrift Shop
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