

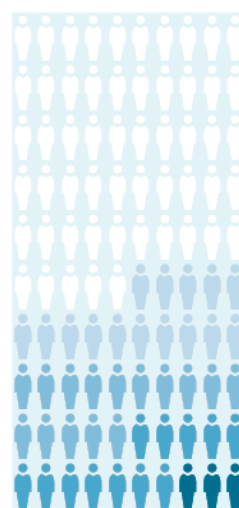
# PRIORITIZE YOUR *names* LIST

Use this worksheet to prioritize prospects from your *Names* list. This creates awareness on the qualities of a high-priority prospect.

## 1. CATEGORIZE CONTACTS

In your *Names List* in the  below there are three columns with different colored stars (customer, sharer, or builder). The stars help identify which role a prospect might play initially in dōTERRA. Mark the star(s) that apply.

- ★ = Who needs the product and/or is into health, fitness, green living, etc?
- ★ = Who could host a great class?
- ★ = Who would I like to do business with?



REFINE YOUR PROSPECTS

Prepare **100**  
 Invite **45**  
 Present to **30**  
 Enroll **15**  
 Support **3** builders

## 2. ENVISION YOUR IDEAL BUILDER

Take a moment frequently to envision your ideal builder. What kind of qualities and attributes would you look for in a rockstar builder? What characteristics do they embody? The more you focus on and become the ideal, the more you'll attract the same kind of people.

Journal about the characteristics you envision in an ideal builder.

## 3. PRIORITIZE BUILDER PROSPECTS

Identify your top three potential business builders in each of the four categories on *Your Names List* (family, friends, community, and other/business) so you know whom to approach with the dōTERRA business opportunity first. Use a rating system by placing a tally mark next to their name for each of the qualities listed below. The prospects with the most tallies are your highest priority business builder prospects.

1. Who has an established niche or influence? (business owners, networkers, socially active parents, etc.)
2. Who shares a similar vision and wants to make a difference in the world?
3. Who is entrepreneurial (i.e. looking for an opportunity, improved finances, or a better retirement)?
4. Who is a doer/giver (involved in charities, schools, churches, etc.)?
5. Who has skills that would be valuable in a dōTERRA business? (problem solver, recruiting, sales, marketing, social media, parenting, etc.)

Example

FAMILY		parents, siblings, relatives	
1	★ ★ ★	Angela Reyes	
2	★ ★ ★	Darcy Donovan	
3	★ ★ ★	Frank	
4	★ ★ ★	Cousin Jenn (yoga instructor)	
5	★ ★ ★	Uncle Daren	

## 4. BEGIN INVITING!

Use *Effective Inviting*  below to begin giving prospects exposure to dōTERRA, and to effectively invite them to a presentation. At the beginning, consider inviting your upline support to help you introduce the business opportunity to high-priority builder prospects.

## 5. CONTINUALLY ADD TO YOUR LIST

As new people come to mind or come into your life, add them to your list to keep up the flow. Set a goal to add 5-10 new names weekly.

# NAMES LIST

List 100 people you know in your four networks below. Just brain dump without judgment or filtering. If you need more ideas, ask yourself who would benefit from the products or opportunity

The stars below will be used to sort your *Names List* using the *Launch Guide*.

	<b>FAMILY</b> parents, siblings, relatives
1	★ ★ ★
2	★ ★ ★
3	★ ★ ★
4	★ ★ ★
5	★ ★ ★
6	★ ★ ★
7	★ ★ ★
8	★ ★ ★
9	★ ★ ★
10	★ ★ ★
11	★ ★ ★
12	★ ★ ★
13	★ ★ ★
14	★ ★ ★
15	★ ★ ★
16	★ ★ ★
17	★ ★ ★
18	★ ★ ★
19	★ ★ ★
20	★ ★ ★
21	★ ★ ★
22	★ ★ ★
23	★ ★ ★
24	★ ★ ★
25	★ ★ ★

	<b>FRIENDS</b> current, high school, college, facebook
26	★ ★ ★
27	★ ★ ★
28	★ ★ ★
29	★ ★ ★
30	★ ★ ★
31	★ ★ ★
32	★ ★ ★
33	★ ★ ★
34	★ ★ ★
35	★ ★ ★
36	★ ★ ★
37	★ ★ ★
38	★ ★ ★
39	★ ★ ★
40	★ ★ ★
41	★ ★ ★
42	★ ★ ★
43	★ ★ ★
44	★ ★ ★
45	★ ★ ★
46	★ ★ ★
47	★ ★ ★
48	★ ★ ★
49	★ ★ ★
50	★ ★ ★

"dōTERRA®'s products are best shared person to person, not on a shelf or in an ad. Rather than paying advertising companies, dōTERRA chose to compensate people like you and me who share their products and support others in sharing. Together, we are rapidly bringing health and hope through this worldwide movement."

- Natalie Goddard, Double Diamond

**COMMUNITY** neighbors, associates from church/school/clubs

- 51 ★ ★ ★
- 52 ★ ★ ★
- 53 ★ ★ ★
- 54 ★ ★ ★
- 55 ★ ★ ★
- 56 ★ ★ ★
- 57 ★ ★ ★
- 58 ★ ★ ★
- 59 ★ ★ ★
- 60 ★ ★ ★
- 61 ★ ★ ★
- 62 ★ ★ ★
- 63 ★ ★ ★
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- 66 ★ ★ ★
- 67 ★ ★ ★
- 68 ★ ★ ★
- 69 ★ ★ ★
- 70 ★ ★ ★
- 71 ★ ★ ★
- 72 ★ ★ ★
- 73 ★ ★ ★
- 74 ★ ★ ★
- 75 ★ ★ ★

**OTHER** co-workers, product or service providers

- 76 ★ ★ ★
- 77 ★ ★ ★
- 78 ★ ★ ★
- 79 ★ ★ ★
- 80 ★ ★ ★
- 81 ★ ★ ★
- 82 ★ ★ ★
- 83 ★ ★ ★
- 84 ★ ★ ★
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- 87 ★ ★ ★
- 88 ★ ★ ★
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- 98 ★ ★ ★
- 99 ★ ★ ★
- 100 ★ ★ ★