



Connection List Tips

If you discovered a GOLD MINE with an unlimited supply, who would tell about it first? Always remember that you are offering people the gift of FREEDOM!

The Do's and Don't's of Making your Connection List

DO make you lists as long as possible.

It's your game plan, your greatest asset starting your business.

The Larger your List the stronger your posture will be! This is just the beginning, creating your list will be an ongoing process. Your goal is an Unlimited Supply of highly Targeted Leads! Remember friends first.

DON'T ever PREJUDGE 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 your business is right for them. Let them Decide. Don't deliver your message till the time is RIGHT!

MEMORY JOGGER

PEOPLE IN YOUR LIFE

RELATIVES

- Parents
- Grandparents
- Brothers
- Sisters
- Aunts
- Uncles
- Cousins

WHO IS YOUR...

- Optomist
- Dry Cleaner
- Barber
- Supervisor
- Pharmacist
- Dietitian
- PeJatrician

WHO IS YOUR...

- Neighbor
- Day Care Proider
- Insurance Agent
- Counselor
- Landscaper
- Aerobics Instrulor
- Accountant

WHO IS YOUR...

- Hairdresser
- Doctor
- Attorney
- Mechanic
- Minister
- Mailman
- Best Fiend

WHO DO YOU KNOW WHO IS A ...

- Golf Pro
- Physical TheraØst
- Chemical Engineer Student
- Accountant
- Eleirical Engineer
- Bartender
- Bank Manager
- Computer Programmer
- Fire Chief
- Business Manager

- Word Processor
- Police Officer
- Car Salesperson
- Flight Attendant
- Business Owner
- Network Marketer
- Pinter
- Baseball Player
- \ideo Store Owner
- Attorney

- PeJatrician
- Football Player
- Chiropractor
- Bank Teller
- Real Estate Agent
- Nurse
- Rece1ioist
- Musician
- Actor/ Actress
- Police Chief

- Carpenter
- EMT
- College Professor
- Podatrist
- Plant Foreman
- Salesperson
- Airline Pilot
- Politician
- Teacher

WHO DO YOU KNOW WHO IS A ...

- Social Worker
- Financial Planner
- Graptic Artist
- \eterinarian
- Dancer
- Lab Technician

- Telephone Lineman
- Surgeon
- Architect
- Company Executive
- Secretary
- Rado Announcer

- Anesthesiologist
- Contractor
- Eleirician
- Office Manager
- T.\. Reporter

- Plumber
- Restaurant Owner
- Journalist
- Photographer
- Artist

WHO SOLD YOU YOUR ... WHO... WHO ...

- House
- Car/Truck
- Furniture
- Boat
- Office Supplies

- Business Clothes
- \acuum Cleaner
- Computer
- Carpets/Tile
- Curtains

- Storm Windows
- Aluminum Sidng
- \acation Package
- Air Cxdtioner
- Groceries

- Jewelry
- Telephxe System
- Lawnmower business
- T.\./ Stereo
- Fraternity/ Sorority

is m your Christmas list
 is very ambitious
 is the life of the party
 is crsidered a leader
 is looking for a new profession
 is known by everyie 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 fiends
 is active in your church
 is a prominent business owner
 do you respect a great deal
 are your parents' fiends
 recently had cildren pox
 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
 is in a job
 wants more out of life
 has a very stressful job
 is from civic activities
 is President of PTA
 rides to work m the
 eits 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