



MEMORY JOGGER

This Memory Jogger serves as a how-to guide for building a master list of contacts and a way to share your opportunity. By providing nearly 120 basic questions, this jogger will help you to build, and continuously grow, your list.

As you begin building your list, remember to reference QuickCoach "Making Your List" to avoid prejudging or prequalifying potential prospects. Don't worry if you can't remember a last name or phone number – write down as much information as you can and move forward.

LISTING YOUR **20** PEOPLE

Who is the first person you'd call if you had a flat tire?

Who's your best friend right now?

Who do you go on holiday with?

Who is the most successful person you know?

Who is dissatisfied with their job?

Who wants more time with their family or friends?

Who quit their job or is unemployed?

Who wants freedom?

Who have you met while travelling or on vacation?

Who are your closest family members?

Who owns their own business or is self-employed?

Who is a great social networker?

Who is on your holiday card list?

Who has been or is a manager at their current or past job?

Who is always talking about the future?

Who still works at your previous job?

Who wants to travel more and take more holidays?

Who likes being around high-energy people?

Who do you respect and admire?

Who wants or needs extra income?

NEED MORE IDEAS?

You've now completed your list of 20 people, and it's time to keep it growing. Here are more suggestions to help you determine who to contact next. Remember, you're looking for people who are ambitious, social, travel-loving, reliable and/or eager to change certain aspects of their life.

As you look at each person's name, ask yourself, "Who do they know that I know, too?" Have a friend or a team member check your list to identify those you could have missed. You should constantly add to your list, even after you check off those previously contacted.

Make it a game and see how many names you can write down!

Who is unhappy with their current income?
Who is concerned about their family's future?
Who is focused on money?
Who works a part-time job?
Who has been laid off?
Who never has enough time?
Who gave you a business card?
Who works nights and/or weekends?
Who works as a mechanic?
Who is your dentist? Your doctor?
Who attends self-help seminars or reads self-improvement books?
Who reads business or how-to-succeed books?
Who are your previous supervisors?
Who waits on you at restaurants and bars?
Who does your hair?
Who does your taxes or helps with your finances?
Who works at your bank?
Who works in sales or retail?
Who sells real estate? Insurance?
Who goes to church with you?
Who do you play sports or games with?
Who is the smartest person you know?
Who is a teacher?
Who does home repair or lawn care?
Who has children in college?
Who sold you your car?
Who attended your wedding?
Who does volunteer work?
Who needs a new car?
Who works too hard?
Who was injured at work?
Who calls you at home and/or work?
Who is fluent in other languages?
Who loves being challenged?
Who watches your or friends' children?
Who tailors your clothes?
Who sells cosmetics?
Who has a very active social life?

Who are your siblings?
Who are your parents?
Who are your aunts, uncles and adult cousins?
Who are your spouse or significant other's friends and relatives?
Who did you attend school with?
Who are your current co-workers?
Who is already in a direct-sales company?
Who is a member of the military?
Who just received a promotion?
Who are your parents' friends?
Who are your friends' parents?
Who lives in your neighbourhood?
Who is your secretary or assistant?
Who delivers your mail and packages?
Who works at a grocery store?
Who drives a nice car?
Who is retired?
Who enjoys team sports?
Who is active in philanthropy?
Who watches a lot of television?
Who enjoys collecting?
Who likes or works on political campaigns?
Who works for the government?
Who lives out of state?
Who likes to shop?
Who likes to dance?
Who have you met at a party?
Who enjoys luxury items?
Who did you meet on a plane, train or bus?
Who exercises regularly?
Who is your current supervisor?
Who did you meet through your friends?
Who likes to cook or bake?
Who have you run into recently?
Who lives in your hometown?
Who lives outside of your country?
Who hasn't been approached about your opportunity?

MAKE YOUR **LIST**

