

Building Your Contact List

One of the most important factors to your success as a goDésana Product Consultant is the number of people with whom you're able to share your new product and opportunity. It's amazing how many people you actually know! Use the "My List of 100" worksheet to start building a list of contacts you can use to create your guest and prospect list. Write down all the names that come to mind in the following categories:

FAMILY (Yours & Spouse's)	_____	_____
	_____	_____
NEIGHBORS & FRIENDS	_____	_____
	_____	_____
COWORKERS (Yours & Spouse's)	_____	_____
	_____	_____
CHILDREN'S TEACHERS (School, piano, coaches, etc.)	_____	_____
	_____	_____
SOCIAL CLUB FRIENDS & ACQUAINTANCES	_____	_____
	_____	_____
RELIGIOUS & SERVICE CONTACTS	_____	_____
	_____	_____
CONTACTS WHO LOVE NATURAL HEALTH CARE	_____	_____
	_____	_____
CONTACTS ARE EAGER TO START A BUSINESS/EARN EXTRA INCOME	_____	_____
	_____	_____

EVERYONE YOU KNOW IS ALREADY A CONSUMER!

- Use Memory Joggers
 - *Yellow Pages*
 - *Directories - Church, School, etc.*
 - *Christmas Card Lists*
 - *People You Do Business With*
 - *Business Kit Memory Jogger List*
- Seek Others with Previous Business Experience
- Never Pre-Judge Anyone
- Avoid the "Social Economic Ladder" Mentality



Who Are You Looking For?

You're looking for people who are looking for you!

- Keep Adding to Your List **Weekly**
 - *Business Cards*
 - *Newspaper Articles or Ads*
 - *Flyers You Receive*
 - *Referrals From Everyone*
 - *People You Meet Daily (3 Foot Rule)*
 - *Internet Contacts You Make*
- Carry Your List with You At All Times
- Keep Track of Dates & Times For Future Follow-Up
- You Are Sorting & Sharing Not Selling or Convincing

Look For Those Who...

- Are interested in natural health & wellness
- You enjoy spending time with
 - *Family, friends, relatives*
- Who are successfully discontent
 - *Good at what they do but aren't getting paid what they're worth*
 - *Are they looking for more?*
- Are sick & tired of being sick & tired
- Smile & are friendly
- Want to supplement their income
- Want to be their own boss
- Have a need you can fulfill (find a need and you have a lead!)

Target Professionals...

- Determine concerns & needs
 - *Sick & tired of the rat race*
 - *Overworked & in a rut*
- Pick up business cards
- Attend trade shows & job fairs to pick up business cards
- Ask friends for referrals of successful people's names & numbers
 - *I need your help...*
 - *I'm looking for...*
 - *Who do you know...?*
- Network at mixers & events
 - *Chamber of Commerce*
 - *Toastmasters*
 - *Better Business Bureau*
 - *Professional Lead Organizations*

Prospect Leaders...

- Meet people from networking companies and stay in touch
- Look for local professionals having lunch or coffee
- Attend investment or financial seminars
- Reverse recruit on direct sales ads

My List of 100

If you don't get to 100 names right away, don't worry! Continually add to your list and keep in touch with those listed. Every six months you may want to check in with your contacts to see if they'd like to place an order, host a party, or learn more about the business opportunity.

- | | | |
|-----------|-----------|------------|
| 1. _____ | 35. _____ | 69. _____ |
| 2. _____ | 36. _____ | 70. _____ |
| 3. _____ | 37. _____ | 71. _____ |
| 4. _____ | 38. _____ | 72. _____ |
| 5. _____ | 39. _____ | 73. _____ |
| 6. _____ | 40. _____ | 74. _____ |
| 7. _____ | 41. _____ | 75. _____ |
| 8. _____ | 42. _____ | 76. _____ |
| 9. _____ | 43. _____ | 77. _____ |
| 10. _____ | 44. _____ | 78. _____ |
| 11. _____ | 45. _____ | 79. _____ |
| 12. _____ | 46. _____ | 80. _____ |
| 13. _____ | 47. _____ | 81. _____ |
| 14. _____ | 48. _____ | 82. _____ |
| 15. _____ | 49. _____ | 83. _____ |
| 16. _____ | 50. _____ | 84. _____ |
| 17. _____ | 51. _____ | 85. _____ |
| 18. _____ | 52. _____ | 86. _____ |
| 19. _____ | 53. _____ | 87. _____ |
| 20. _____ | 54. _____ | 88. _____ |
| 21. _____ | 55. _____ | 89. _____ |
| 22. _____ | 56. _____ | 90. _____ |
| 23. _____ | 57. _____ | 91. _____ |
| 24. _____ | 58. _____ | 92. _____ |
| 25. _____ | 59. _____ | 93. _____ |
| 26. _____ | 60. _____ | 94. _____ |
| 27. _____ | 61. _____ | 95. _____ |
| 28. _____ | 62. _____ | 96. _____ |
| 29. _____ | 63. _____ | 97. _____ |
| 30. _____ | 64. _____ | 98. _____ |
| 31. _____ | 65. _____ | 99. _____ |
| 32. _____ | 66. _____ | 100. _____ |
| 33. _____ | 67. _____ | |
| 34. _____ | 68. _____ | |