

How To Make Your Contact List...

- List everyone you know!
- Don't prejudge anyone!
- A strong list consists of 100 or more people!
- List Names, Phone Numbers AND Occupations (where known)!
- Suggested Contact sources include: Facebook, Wireless Phone, Alumni Directory, Memory Jogger below, etc...

Warm Market Memory Jogger ...

1. Who is dissatisfied with their job
2. Who wants more money
3. Who is concerned about the environment
4. Who is money oriented/money motivated
5. **Who owns their own business**
6. Who enjoys being with high energy people
7. Who is on your holiday card list
8. Who quit their job or is out of work
9. **Who has been in network marketing**
10. Who wants to go on vacation
11. Who lives in your neighborhood
12. Who works for the government
13. Who likes political campaigns
14. Who you've met on a plane
15. Who waits on you at restaurant
16. Who went to school with
17. Who works with you
18. Who is retired
19. Who works part-time jobs
20. Who manages your apartment
21. Who was laid off
22. Who bought a new home
23. Who answers classified ads
24. Who you meet through friends
25. Who gave you a business card
26. Who works at night
27. Who delivers pizza to your home
28. Who sells Avon or Mary-Kay
29. Who sells Tupperware
30. Your children's friends parents
31. Who belongs to the Chamber of Commerce
32. Who you've met while on vacation
33. Who attends self-improvement seminars
34. Who watches your children
35. Who are social networkers
36. Your brothers & sisters
37. Who does your nails
38. Who does your taxes
39. Who works at your bank
40. Your parents
41. Your cousins
42. Your children
43. Your aunts and uncles
44. Your spouse's relatives
45. Who are teachers
46. Your friends
47. Who repairs your house
48. Who you like the most
49. Who likes to dance
50. Who you met at a party
51. Who likes to buy things
52. Who is in the military
53. Who does volunteer work
54. Who you like the least
55. Who needs a new car
56. Who works too hard
57. Who was injured at work
58. Who needs extra money
59. Who your friends know
60. Who services your car
61. Who is your boss
62. Who delivers your mail
63. Your dentist
64. Your doctor
65. Who will help you
66. **Who is successful**
67. Who reads self- help books
68. Who handles your gardening
69. Who watches TV often
70. Who cuts your hair
71. Who is in retail sales
72. Who sells real estate
73. Who has children in college
74. Who reads books on success
75. Who wants Freedom
76. Who was your boss
77. Your parent's friends
78. Who does fund-raisers
79. Who sold you your home
80. Who delivers your paper
81. Who calls you at home
82. Who calls you at work
83. Who works on cars
84. Who attends your church
85. Who you met on the street
86. Who runs personal ads
87. Who tailors your clothes
88. Who sells cosmetics
89. Who bags your groceries
90. Who wants a promotion
91. Who is overweight
92. Who is health conscious
93. Who recycles
94. Who buys bottled water
95. Who has allergies
96. Who is wealthy
97. Who has a lot of friends
98. Who exercises regularly
99. Who likes team sports
100. Who haven't you listed yet

WARM MARKET LIST: Do not prejudge who WOULD or WOULD NOT do this business!!
[All in the same day] [All within 48 Hours]

Name	Phone Number	Relationship	Invite	Confirm	PBR	IBO	Cust
1)							
2)							
3)							
4)							
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6)							
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INVITING SCRIPT:

(Important do not make calls without first role-playing with your up-lines!)

- 1) Do you look for at other ways of making money?
- 2) Relate (Relate to your prospect. Insert your "Your Objective" or Reason "Why")
- 3) Online Store Front & Utilities
- 4) Edify the Presenter
- 5) Setup Confirmation Call

EXAMPLE INVITE:

1) *Hi_ this is __, how are you? Do you have a minute? (Listen)*

What are you doing _____ at _____?

Do you look at other ways of making money?

2) *(Me too....) I realized that what I'm doing is not going to get me where I want to be. So I started looking for something. When I saw this I immediately thought of you....*

3) *I/We just opened an online storefront where we can get paid when people pay for Utilities and other bills!*

4) *And I've met an individual by the name of _____ who is expanding the business in our area, and having tremendous success; He/She is extremely busy and this maybe the last time I can get Him/Her to do this for me. I am inviting a handful of people over for a grand opening at my place _____ at ____: __ and I really want you there. Can I put you down as coming? (Always insist they bring their significant other!)*

5) **IF YES** – *Someone may be calling you to confirm the appointment. See you (Day & Time).*

FOR ALL QUESTIONS – *It's about the deregulation of utilities. He/She will be over at my house at date/time to explain this business to both of us. The reason I was calling you, was to help me evaluate it. Can I count on you to be there?*

- **For all Prospects with multiple questions do a three way call with the presenter.**

Do not call your contacts without first roll playing with your Mentor/Upline ETT

KEYS TO CUSTOMER ACQUISITION SUCCESS

- **The HUGE Favor Approach**
- **Excitement – Urgency- Conviction**

*Can you do me a **HUGE** favor?*

I just recently partnered with a very large company and opened an online store front where people can get good deals on services they use every day such as wireless phone, Gas, Electricity, TV, etc...

*The reason I'm calling is I'm very close to getting a promotion and I really need your help. Would you do me a **HUGE** favor, help me out and try all, some, or at least one of my services?*

Please. (Wait For Response)

Great!!

Let's go to my Online Store website

(Yourname.acndirect.com)

*I really appreciate you doing this for me to help me reach my goals
TODAY!*