





<b>Professionals</b>		
Name	Phone#	E-Mail Address

<b>Acquaintances from Church or Community</b>		
Name	Phone#	E-Mail Address

<b>Others</b>		
Name	Phone#	E-Mail Address

## MEMORY JOGGER—WHO IS YOUR ...?

Dentist _____	Actor/actress _____
Doctor _____	Obstetrician _____
Anesthesiologist _____	Pharmacist _____
Veterinarian _____	Antique Dealer _____
Art Instructor _____	Accountant _____
Auctioneer _____	Architect _____
Bank Teller _____	Builder _____
Brick Mason _____	Congressman _____
Insurance Agent _____	Lawyer _____
Bus Driver _____	Minister _____
Delivery Person _____	Carpenter _____
Mailman _____	Chiropractor _____
Landlord _____	U.P.S. Driver _____
Computer Fixer _____	Newspaper Delivery Person _____
Contractor _____	Karate Instructor _____
FedEx Driver _____	Dance Instructor _____
Dental Hygienist _____	Dietician _____
Babysitter's Parents _____	Editor _____
Car Pool _____	Electrician _____
Gardener _____	Grocer _____
Dry Cleaner _____	Plumber _____
Painter _____	Fraternity Brother _____
Seamstress _____	Deacon _____
PTA Leader _____	Pediatrician _____
Physical Trainer _____	Dog Trainer _____
Fireman _____	Policeman _____
Teacher _____	Fishing Buddy _____
Furniture Dealer _____	Mechanic _____
Maid of Honor _____	Bridesmaid _____
Best Man _____	Golf Pro _____
Insurance Adjuster _____	Kid's Friend's Parent _____
Interior Designer _____	Pet Store Clerk _____
Photographer _____	Lab Technician _____
Librarian _____	PTA Members _____
Lifeguard _____	Rotary, Lions, Jaycees _____
Swim Instructor _____	Shoe Salesman _____

Store Manager\_\_\_\_\_ Missionary\_\_\_\_\_

Sorority Sister\_\_\_\_\_ Spouse's Boss\_\_\_\_\_

Motel Manager\_\_\_\_\_ Appliance Repair Person\_\_\_\_\_

Motor Home Dealer\_\_\_\_\_ Boat Dealer\_\_\_\_\_

Car Dealer\_\_\_\_\_ Moving Van Operator\_\_\_\_\_

Music Teacher\_\_\_\_\_ Nurse\_\_\_\_\_

Office Manager\_\_\_\_\_ Hairdresser\_\_\_\_\_

Nails\_\_\_\_\_ Barber\_\_\_\_\_

Neighbor\_\_\_\_\_

**Also consider:**

- Online Acquaintances (chat rooms, forums, etc.)
- Everyone on your birthday/holiday card list
- Everyone in your e-mail database
- Past business contacts and co-workers

**Developing Prospects Do's And Don'ts**

- ✓ **Do** always work your contact list first.
- ✓ **Do** divide your list into those who look up to you, those who are your peers, and your "chicken list" of those you look up to but may be hesitant to contact.
- ✓ **Do** contact the people on your "look-up-to-you list" and your "chicken list" with the help of your upline team.
- ✓ **Do** help each of your personally enrolled Independent Business Associates to work their contact lists.
- ✓ **Do** talk to new people each day. Ask people about what they do, and give them the gift of genuinely listening. They may become a prospect, but even if they don't, you will have made a new friend.
- ✓ **Do** share your genuine enthusiasm for your Simplexity Health business if they ask you what you do.
- ✓ **Do** ask those who express an interest if you may contact them. Then write down their name, phone number, and the best time to reach them.
- ✓ **Do** talk with your sponsor and team about what methods are recommended by Simplexity Health for developing more contacts.

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- ✓ **Don't** contact them directly by yourself. Always use your upline team. If your direct sponsor can't help you, then go upline until you find someone who will. If you keep asking, someone will help you.
- ✓ **Don't** spend time or money developing "cold" leads at this point. Only when you have gone through your contact list should you start looking for other ways to create prospects.
- ✓ **Don't** try unproven methods of prospecting for new contacts that can waste your time, resources, and money. Focus on what has been proven to work.