

WORKING WITH YOUR LIST





The contact list is very important for investing in your business.

It helps with the organization of inviting people onboard.

For a beginner, this list will be the first customers and potential partners.

Experienced distributors regularly return to the list and update it, as they meet more people, find new contacts and so on.

This is how you can get good results from your list.

A group of business professionals in a meeting. A man in a suit is shaking hands with a woman. Other people are visible in the background, some looking at a laptop screen.

1. Your list is the most important tool for invitations

WHY IS THE LIST SO IMPORTANT?

The longer the list, the more sales!

When you invite people to a meeting, you use your list. Think about how many of the invitees will attend your meeting?

If your list is small, there won't be many attendees. For example, a list of 10 could mean only 2-4 people come.

Small list = Small success

But if the list consists of 100-200 people, the number of people attending would be around 20-40.

A group of approximately 12 business professionals, including men and women in various professional attire, are standing on individual circular platforms. They are arranged in a loose line across the frame. The background is a light, abstract pattern of dots and lines. The overall scene suggests a selection or evaluation process.

2. Finding Partners

WHY IS IT IMPORTANT TO WORK WITH A LIST?

One important way to achieve success is to find key partners: hardworking partners with real potential who will become a vital part of your structure.

These key partners will make up but a small percentage of your list (statistics suggest around 5%).

So, you need to grow your list and use it in order to find those determined and success-oriented people!

Where to begin?

People will say, and you've probably already heard this, or maybe you're still thinking it yourself: "I have no friends" or "I don't know that many people!"

The concern is that, we cannot make a big list without knowing lots of people.

If you can think of at least 50 people you know, remember, they will know 50 people themselves.

If you wrote them all down, 2,500 people would appear on your list.

YOUR ACQUAINTANCES HAVE ACQUAINTANCES

Think about it!

Are you sure you don't have that many acquaintances?

Try to remember all the people you know, have met, see often and speak to.

You'll be amazed because it's no doubt more than 50 people!

Use this response when someone says this to you. And if you're struggling, remind yourself of this advice.

We'll explain how to think of people in a little while.



THE CONTACT LIST IS YOUR CAPITAL!

How to make a huge list:

1. The first thing you should look at is your phone.

You might have 100 or 1000 contacts.

Use them!

Go through your contacts, think about whether they'd be interested. Remember, you may think they're not interested but don't decide for them! Give them the relevant information and opportunity.

2. The method of mental pauses.

Make a mental pause at different periods of your lifetime. Did you go to school? Remember everyone you studied with.

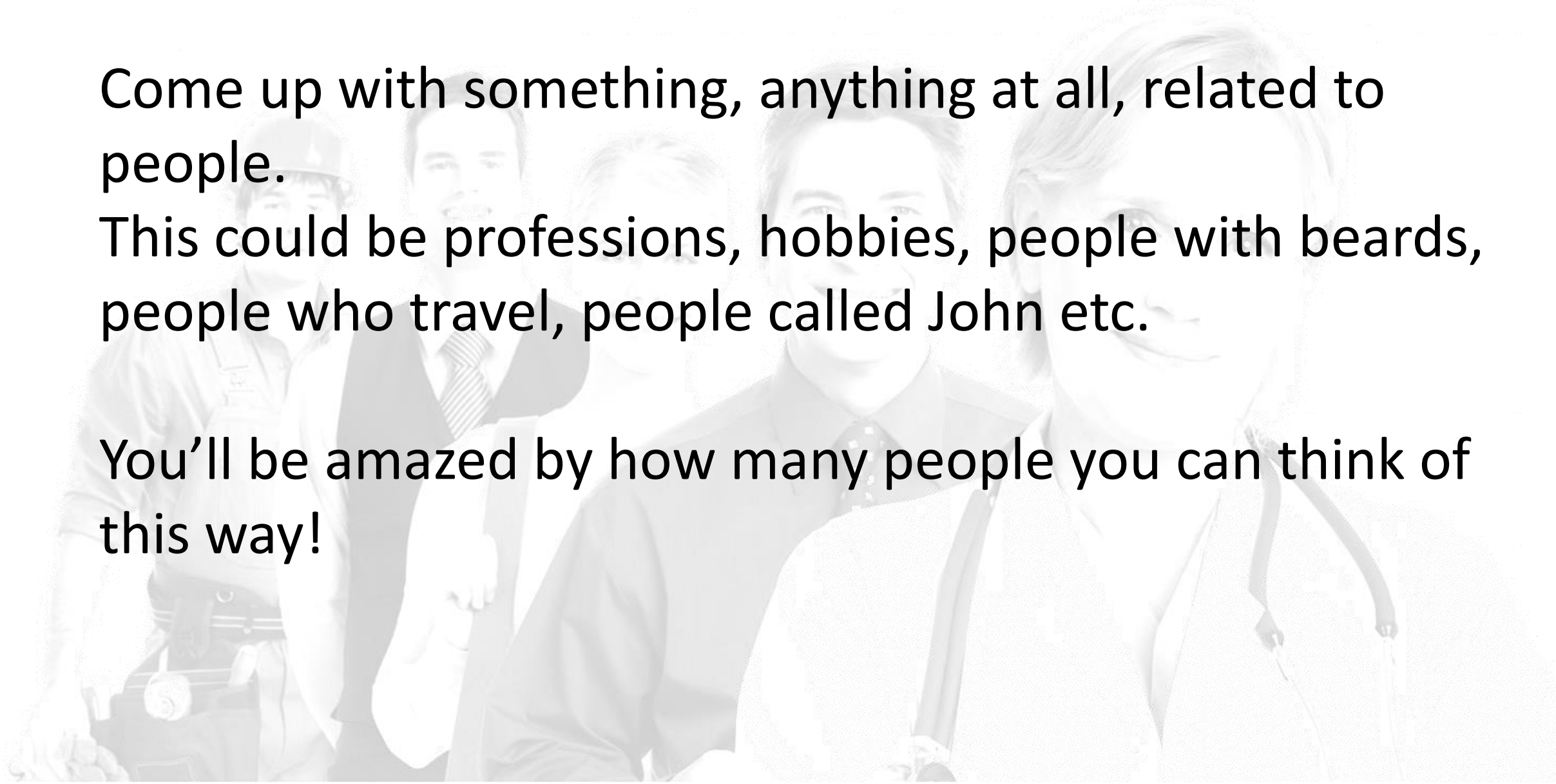
Then you can find some of these contacts in social networks or through mutual friends.

3. Association method

Come up with something, anything at all, related to people.

This could be professions, hobbies, people with beards, people who travel, people called John etc.

You'll be amazed by how many people you can think of this way!



4. Family and friends.

Ask those close to you for help, is there anyone from your life you've forgotten?

Former friends, colleagues, classmates, neighbours?

Summary of how to make your list:

1. Phone, photo albums, social networks.
2. The method of mental pauses (school, work, place of residence).
3. Association method (by name, profession, etc.).
4. Familiar acquaintances.

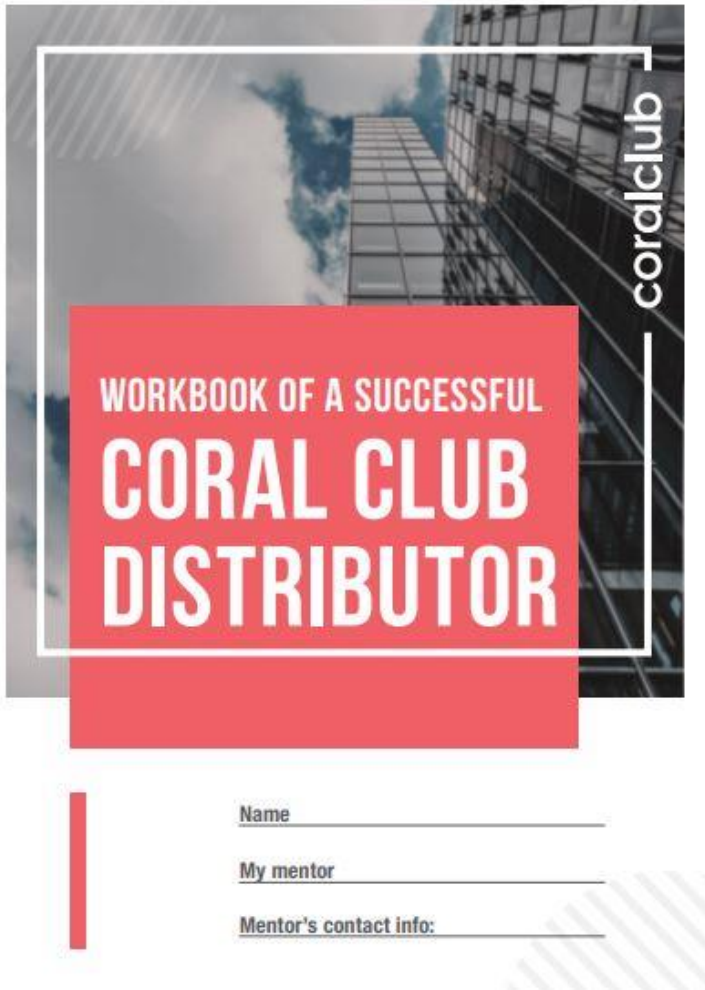
Remember:

- **Write down everyone you know (100, 200 or more people to start with).**
- **Never decide for others.**
- **Constantly update the list.**

When working on your list, set a target. This will help you dig deeper and will result in a larger list in the end.

Constantly add to the list, remember that this is your key tool for your business!

As time goes on, this list will always be growing



In the Workbook of a Successful Partner, we have already prepared a place for your handwritten list!

LISTING METHODS

A woman with long dark hair is looking at a laptop screen. The image is faded and serves as a background for the text.

Lists can also be maintained in electronic form, for example, in Excel format.

This format is convenient for those who always have a device with them and are a bit more tech savvy.

Use Excel for the list



Don't forget birthdays and special events, they are great ways to get in touch with friends and meet new people!

Use social media to find new people

Try to add people to your list everyday

Take referrals from friends- maybe someone recommended you a masseuse or personal trainer. These people may be interested!

People whose profession is close to health will likely be interested!

And you're always meeting new people, maybe it's at a gallery, show, café etc. If you start up a conversation with someone, maybe add them to your list!

CORAL CLUB

ДАВАЙТЕ
ПОЗНАКОМИМСЯ!

I AM
HEALTHY
EVERY DAY

Let's talk about ways to maintain a list.

Where will you record all your contacts?

Firstly, there is a handwritten list.

What are its advantages?

A handwritten list is convenient, accessible to everyone and can go with you anywhere!



Use social media outside of your friends too.

Find groups and pages that you feel are relevant and likely to have interested persons.

How to manage your business with your list

- Client List - Also on the list you can put down some people your partners have on *their* list. Just the ones you see something special in. These will be the people you may mentor (more on this later)
- Customer Card File - Based on the list for each Client, it is possible to have a card where you will enter the customers date of birth, appointments, needs, etc.
- Call Reminder System- set reminders to call people so that you can stay in touch regularly (when it's time to place an order etc.)

MANAGING YOUR LIST



1. Make a card for each Client

- List the birthday of the Client and their relatives
- Track their Order History

2. Work with key Partners

- Find those really motivated
- Make a partner candidate list

FINAL TIPS

3. Make separate lists

- Lists for events.
- Lists for new or missing product.

4. Have a reminder system

- Paper diary.
- Electronic calendar + mobile application DR.

FINAL TIPS

