

Make a “Who do you Know?” list

Make a list of everyone you know: friend, relative, or casual acquaintance, whether or not you ever intend to contact them. Do not prejudge people as to their potential interest in Shaklee. Let them decide if they are interested. Put at least 100 names on the list. FastTRACK Builders will do more. Success is directly proportionate to the number of people contacted, sponsored, and trained. You will sort through the list to find people interested.

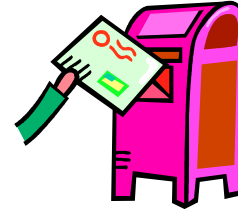
These are some mind joggers to help you remember how many contacts you really have. Once you start writing, the more names you put down, the more people you think to add. Use your personal phone book, party lists, directories, holiday card list, checks written, yearbooks, etc.

Mother/Father	Son/Daughter
Who has health problems	Brothers/Sisters
Who respects your business judgment	Aunts/Uncles
Ecology Buff	Grandparents
The most enthusiastic people you know	Grandchildren
The most successful people you know	Nieces/Nephews
Who has the most friends	Cousins
Beautician, Restaurant owner	People from work
From school or college	Neighbors
Doctors, Dentists, Chiropractors	Your boss
Insurance salespersons	People interested in good health
A secretary	Jogger, tennis player, etc.
A teacher	Who is always tired
An employee	Whose children are always sick
People in car pool	Who would get excited about an opportunity
Classmates	Your best friends
People from church	Who you play cards with
Realtors	People from old neighborhood
Your children’s friends, parents	Car salesman
Teachers and principals	On the school board or PTA
People involved in your hobbies	Scoutmaster
People involved in your sports	Policeman, fireman, etc.
People from lodge or club	Your painter or decorator
Who you eat lunch with	lawyers, accountants
Wedding list	Nurse or dietitian
House cleaner, gardener, repairman	Business owner
Dry cleaners, florist, printer	From your old job

Optional - Write a Personal Letter

Write a short personal letter from the heart explaining why you are building a Shaklee business and a product testimonial. Send this letter to your friends and acquaintances. Have your sales leader review it. You are making a public commitment and may or may not get a response. At least it will be easier for you to call them. You can send an invitation to your "Grand Opening".

Choose your Power Team



Choose a Power Team from your list. Pick the people you feel would be very good at building a Shaklee business and who you would enjoy having as a business associate. Think about their qualities: are they goal oriented, friendly, hard working, honest, and successful? Can they attract people? Continually work from an updated top ten list. If someone is not interested, replace them from the list. If people say they are interested but are not doing the right things, replace them.

Name and Address	Phone
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

These are the people who you may want to present the opportunity to (with the help of your up-line), either in person or on a three-way call.

If someone is not interested in the business,

- 1. Present the benefits of the products**
- 2. Ask for referrals of people who might be interested**

