

MEMORY JOGGER

1. Who owns or has owned a business
2. Who makes more than \$200,000 per year
3. Who does Network/Direct Marketing already
4. Who is money motivated
5. Who is influential
6. Who is already wealthy
7. Who is dissatisfied with their job
8. Who wants to spend more time with their family
9. Who enjoys being around high energy people
10. Who quit their job or is unemployed
11. Who wants financial freedom
12. Who would like to work from home
13. Your friends
14. Your brothers & sisters
15. Your parents
16. Your aunts, uncles, and cousins
17. Your children
18. Your children's friend's parents
19. Your spouse's relatives
20. Who are friends of your friends that you know
21. Who are friends of your family
22. Who is retired
23. Who works part-time jobs
24. Who gave you a business card
25. Who bought a new home/new car
26. Who went to high school/college with you
27. Who has young children
28. Who works with you
29. Who are vendors that your company buys from
30. Who do you see at the gym
31. Who participates in sports
32. Who does fund-raisers or volunteer work
33. Who has pets
34. Who works on cars
35. Who are social Networkers
36. Who is in the military
37. Who works in insurance
38. Who is a dentist
39. Who is a doctor
40. Who is a lawyer
41. Who will help you unconditionally
42. Who works for the government
43. Who have you met at a party
44. Who attends self-improvement seminars
45. Who reads self-help books
46. Who reads books about success
47. Who is your boss
48. Who was your boss
49. Who did you work with in the past
50. Who have you met while on vacation
51. Who manages your favourite restaurants
52. Who do you call on a regular basis
53. Who cuts your hair
54. Who does your taxes
55. Who was at your wedding
56. Who is on your holiday card list
57. Who was at your baby shower
58. Who sells real estate
59. Who is a teacher
60. Who sells cars
61. Who repairs houses
62. Who manages your apartment
63. Who has children in college
64. Who is in sales or marketing
65. Who is a financial planner
66. Who likes to buy nice things
67. Who likes movies
68. Who have you met on a plane
69. Who is in a club with you
70. Who is in retail sales
71. Who has an internet business
72. Who do you like the most
73. Who lives outside the state
74. Who lives outside the country
75. Who has been in network marketing
76. Who needs a new car
77. Who likes to travel
78. Who works too hard
79. Who are your neighbors
80. Who are your old neighbors
81. Who works at a bank
82. Who delivers mail to your home
83. Who is a community leader
84. Who is your veterinarian
85. Who does your gardening/landscaping
86. Who watches your children
87. Who goes to your church
88. Who is a real estate investor
89. Who has a large sphere of influence
90. Who is your dry cleaner
91. Who is successful
92. Who is ambitious
93. Who wants a promotion
94. Who is wealth conscious
95. Who do you respect
96. Who respects you
97. Who is wealthy
98. Who has many friends
99. Who makes things happen
100. Who haven't you listed yet

This list is by no means conclusive... but as the name suggests it is a 'jogger' to help you get started. You will find that writing down one name, leads you to others by association. Other excellent sources are teledex, birthday/christmas list, mobile phone, computer data base.

- Do NOT pre-judge if a person would be interested or not.
- Some Will, Some Won't, Some Wait, Someone is Waiting, **NEXT!**
- List as many as possible. You can find phone numbers later.

***If you talk to a lot of people, you'll make a lot of money.
If you talk to some people, you'll make some money.
If you talk to no one, you'll make no money.***

	Name	Ph Number	Pique Date	Result
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PRESENTATION/PROSPECT TRACKER

Date / ID	Name & Background	Phone/Email	Sponsor	Result	Notes:

Prospect Tracker Instruction Sheet

This Prospect Tracker will assist you to:

1. Record the date and assign a number to each new contact.
2. Name and brief background to readily identify prospects when following up.
3. Contact details.
4. Space to record Sponsor. This is needed when you are working with your Team Members and their prospects.
5. Column to record final outcome.
6. Notes section, where you record brief comment and dates of outcome of each follow-up. Also put a note in your diary/smartphone for next follow up call. i.e. 3 days, 3 weeks, 3 months, or even next year for next follow-up call.

PRESENTATION/PROSPECT TRACKER					
Date	Name & Background	Phone	Name	Phone	Notes
1					
2					
3					
4					
5					
6					

Safety in Numbers...

By keeping your Prospect Tracker, you can set goals with confidence and know exactly how many contacts you need to make to reach a new level, earn a possible income, etc. The Actual Results below are from RVP Keith Janke's personal results from when he first started using the Prospect Tracker. By far the greatest part of these contacts were 3-Way Calls, very few were in person.

Tracking Your Results...

When an outcome is reached, i.e. prospect becomes a Customer, or IBO, or says they are no longer interested in any further follow-up, put a highlight pen through the contact. This makes it very easy to go back and see the 'open cases' where you still need to follow-up. File your pages in a ring binder in chronological order for easy access.

Actual Results

for IBO: 7200016650



Without records you have no guide as to what needs to be done to achieve a desired outcome. MOST IMPORTANT... It is not about trying to change the numbers. It is about understanding the Law of Averages and working with sufficient numbers to reach your desired outcome. To further understand the Dynamics of Prospecting study the attached 'Prospecting Pool' document.

YOUR PROSPECTING 'POOL'

(Percentages shown are for illustration purposes only are not meant to be exact figures)

3%

- ◆ Self-starters
- ◆ Successful
- ◆ Entrepreneurs
- ◆ Generally prospected by another 3%

3%

70%

- ◆ 7 out of 10 are not BIG producers
- ◆ 1 out of 3 you will be working with
- ◆ Their influences are somewhat negative
- ◆ Have no real vision
- ◆ Have never done goal setting

THIS IS WHERE YOU CAN MAKE YOUR FORTUNE (FOCUS HERE)

27%

- ◆ Are already working in small business
- ◆ Work very hard
- ◆ Strong work ethic
- ◆ Have Vision

70%

Highly Recommended

Study the audio training by SVP Art Napolitano - Timing & the Sponsoring Process
@ http://www.winnersworld.com/recordings/The_Sponsoring_Process.mp3